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A CONCISE AND COMPREHENSIVE MONTHLY REVIEW OF PHARMACEUTICAL LITERATURE, PROGRESS, AND NEWS

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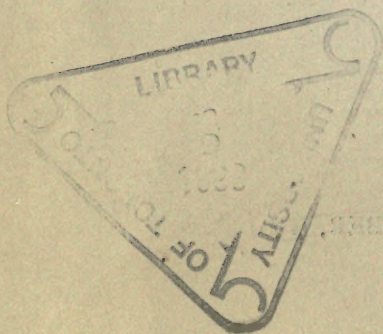
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## EDITORIAL.

### THE STRINGENCY OF THE CLERK MARKET.

One of the most surprising of recent phenomena in pharmacy is the scarcity of drug clerks. When this condition first manifested itself a year or two ago it was thought to be temporary only. Everybody expected the situation would be relieved naturally in a short time. But it was not. If anything, the drug clerk market is more stringent than it was a year ago. Employers, finding it increasingly difficult to get, not only good clerks, but any clerks at all, are becoming somewhat alarmed, and are asking themselves what the reason is for the scarcity of material.

There are two reasons in the main, and they are both reasons of considerable moment: drug clerks are called upon to work long hours, and they are poorly paid. Particularly are the returns small

when the length of the work-day is taken into consideration. A joint study of human nature and political economy will show that men gravitate to occupations where they are well remunerated and where the toil is not unduly irksome, and away from occupations where the reverse of these conditions obtains. During the last few years many young men who would otherwise have been drug clerks have gone into wholesale houses, manufacturing plants, and large commercial establishments generally. They do not always get more pay, but the prospects are better, and the hours and conditions of labor are certainly far more satisfactory. It goes against the grain, particularly against the grain of young men, to work evenings and Sundays.

Now what is to be done about it? Naturally the first thing to do after discovering the cause of a disease is to remove it; but unfortunately it is not going to be so easy as it sounds to adopt this remedial measure in the present case. It is all well enough to say that proprietors should pay their clerks larger salaries, but in many instances they are not able to do it. The business will not permit it. In the larger and more successful stores, however, salaries have already advanced considerably, and it seems quite likely that they will continue to do so in response to the law of supply and demand. We shall be surprised if the pay of a drug clerk, the prosperous condition of the country remaining the same, is not appreciably larger five years from now than it is at present.

But what about the other horn of the dilemma—the question of a shorter work-day? Well, while the prospects here are perhaps not so roseate as we should like them, there are several indications that a better condition of things is gradually being ushered in. "The new economic order" brings some hope. When separate pharmacies are brought into coördination, and when the stores become larger, the plan of having clerks work in "shifts" will be more extensively adopted, and the hours of labor will thus be considerably reduced. As a matter of fact, this has already been one of the beneficial re-



sults of the combination movement in pharmacy; and the welfare of the clerk is indeed largely concerned in the future development of the order. Then, too, larger businesses mean more positions of importance, and more of possibility for the young man hungering after success and achievement.

The early closing movement also has in it something of hope. In town after town throughout the country the druggists have gotten together, realized how unnecessary it was to keep their stores open all hours of the night, and reached the wise decision of ending the business day at nine o'clock in the evening—perhaps indeed at eight o'clock. In some instances the stores have been closed all day Sunday, or have been opened only for an hour or two. These arrangements have so far been successful only in the smaller towns, but fortunately wisdom is sometimes contagious, and we may hope that the infection will spread.

Finally, leaving the general for the specific aspect of the situation, let us assure each individual pharmacist that he has the remedy largely in his own hands. If he finds it difficult to secure good clerks, let him offer them more money and fewer hours, and we are quite sure that his call will be heard and heeded.

#### THE DRUGGIST AS A FIGHTER.

An interesting situation arose during the last year in Bayonne, N. J., and was graphically described in a paper read by Chas. H. Landell before the New Jersey Pharmaceutical Association at its annual meeting. The story will be of particular pertinency to all druggists situated in towns where "lodges" or "mutual benefit" societies thrive apace. Bayonne is evidently a sort of storm center for these bodies.

Ten years ago the "Junior Order of American Mechanics" put in an appearance. The "Foresters" soon followed, and then came the "Daughters of Liberty" and the "Patriotic Sons of America." For a time all did a thriving business, but soon the expected happened, and the various societies were engaged in as pretty a competitive fight as may be witnessed among commercial houses. Resort was had to every expedient which promised additional custom. Trading-stamps were not used; neither were the quarterly or annual dues of a dollar cut down to sixty-three cents; but one inducement after another was offered in turn to hold one's own members and to get prospective members away from the other fellows.

One unhappy day it was suggested by a society

that medical advice and drugs be given members without any increase in the dues. This was a brilliant idea and it worked to perfection. Soon all the lodges had adopted it and were pushing it to the utmost. Arrangements were made with the physicians and pharmacists to make a flat annual charge to each society upon the basis of one dollar per member, each particular lodge or branch of the society choosing its own physician and its own pharmacist.

For a time the arrangement was satisfactory to the druggists and doctors of Bayonne. A dollar a year would of course not go very far if every lodge member used much medicine; but many of them used none whatever, and so a fairly equitable status resulted. But not for long. Just as soon as members realized that a glorious chance was given them to get something for nothing—a chance which human nature can rarely resist—the opportunity was grasped with avidity. Physicians were called upon to prescribe, and pharmacists to dispense, for such serious ailments as warts, sunburn, and freckles; physical ills were developed with remarkable ease and in great variety; and the doctors and druggists of Bayonne began to have their troubles in dead earnest.

What did they do? What, indeed, could they do but put a complete stop to so impossible a condition of things? Physicians and pharmacists held a joint meeting and agreed to accept no more "contract work" from "society, lodge, or beneficiary organization." "At this," says Mr. Landell, "Rome howled. Indignation meetings were held all over the city, and protests were made by all the lodges and societies. The physicians and pharmacists were denounced in the most severe terms, and the discussions that followed were like a campaign before an election. The opposing forces comprised about forty-eight physicians and pharmacists on one side and 1800 lodge brothers on the other." And things waxed warm in Bayonne for some weeks. "The mercury was fairly straining to get out of the tube!"

The beneficiary organizations, finding that the doctors and druggists were firmly rooted in their decision, advertised for a physician and pharmacist to locate in the city and confine themselves to their work, but before this plan was consummated one of the druggists and one of the doctors broke away from the ranks of their brethren and secured the agency. "They are welcome to what they get out of it," dryly remarks Mr. Landell, "even if the returns should bring a few dollars in excess of the expenses!"



### THREE SCENES FROM A MODERN INFERNO.

A vivid picture of the several ways in which narcotic habitués are created was presented in the report read by E. G. Eberle before the A. Ph. A. as chairman of the "Committee on the Acquirement of Drug Habits." In reproducing a portion of this canvas we shall grant ourselves the editorial license of making a "free-hand copy:"

1. Patent-medicine manufacturers feel the necessity of accomplishing quick and remarkable results. They resort in a few instances to cocaine or opium or morphine. Does the patient suffer from a troublesome catarrh? Is he the victim of a terrible pain? Do headaches rob him of all comfort and peace in life? Does he lose his strength and become a prey to exhausting weakness? If so, here is a balm of Gilead which will give him instant relief, banish his pain, cure his headache, and restore his depleted powers. He takes the medicine. It works like a charm. He tells his friends. They take it. Illustrated testimonials soon appear in the newspapers, and sufferers elsewhere are let into the valuable secret. But the seed is sown, the harvest comes on apace, and ere long society is burdened with a new crop of victims whose condition is pitiable in the extreme.

2. The scene changes. A physician is called for the first time to a well-to-do home. He might secure the family as regular patients if he convinces them of his skill. The father of the house is suffering extreme pain. A narcotic is indicated. It is given. The pain returns the next day, the dose is repeated, and so on and on for several days. Soon the patient finds it troublesome to call the physician whenever he needs a powder or pill, and he gets the man of medicine to supply him with a little box to be used in case of emergency. What is the result? A nervous wreck—an opium habitué—another victim suffering the tortures of the damned.

3. Here is a young man in the social swim. He dines out five evenings a week. He eats and drinks all sorts of things at all sorts of hours. He has indigestion. He gets ridiculously little sleep. He becomes irritable and nervous. What is to be done? It won't do to refuse Mrs. Ten Eyck's invitation—he has to go and keep going. Things get worse instead of better. Smythe, one of the young physicians in his set, might help him. He drops in and finds that Smythe uses the hypodermic needle when he gets out of sorts from lack of sleep and rest; and Smythe ought to know what he is about. Smythe's method is adopted, and it relieves the situation magically. The young man's troubles are all over with. The universal panacea is discovered!

Poor, poor victims! They cannot realize that nature must not and will not be cheated. If strength is borrowed of her in advance, the note must be paid some day; the longer it runs, the greater will be the accumulation of interest—and compound interest mounts up terribly when the game is against us! In matters of health as well as in those of finance, we had better pay as we go and avoid debts that will wreck us when the day of payment can no longer be postponed.

---

### A MINE OF ADVERTISING SUGGESTIONS.

We have a first-rate suggestion to make to all those wide-awake druggists who are working out their trade salvation through energetic advertising and business methods. We want to tell them where they can find an abundance of material capable of being used every day in the store. Last month the 1903 volume of the BULLETIN—volume 17—was completed, and an index covering the year's numbers was published. Just turn for a moment to the December BULLETIN and look this over. It will pay you!

Under the title of "Advertising Ideas" are 150 suggestions—live, useful ideas relating to all classes of goods. Under "Advertisements" are page references to a large number of specimen or ready-made ads. Under "Window Displays" are indicated about 60 descriptions, half of which are illustrated by half-tone engravings made from photographs. And all this wealth of material is indexed alphabetically so that it can be found at once without a minute's search.

Let's see—this is January, the month of colds and coughs. Do you want to push your own cough syrup? Well, turn to "Advertising Ideas" in the annual index of the BULLETIN and find three or four clever suggestions for bringing the remedy before the people; consult the "Advertisements" and get a display adv. for the newspaper, ready for immediate use; look up the "Window Displays" and see how an effective trim can be made that will "sell the goods." Here is a complete campaign, and all at a moment's notice!

This simply means that readers of the BULLETIN ought to save their journals and have them bound when the volume is completed each year. Every volume is a reference library in itself—and not only a reference library of advertising and business methods, but of dispensing and purely pharmaceutical information as well. In this editorial we have spoken



specifically of the former class of suggestions, but we might with even more pertinency mention the latter. The reader needs only to turn in the index to such titles as "Prescription Difficulties" and "New Remedies" to see what a wealth of practical information is contained in the volume—information which the druggist needs daily in the practice of his profession.

Save your BULLETINS and have them bound every year. You cannot afford to throw them away. They are full of things you can use every day, and carefully arranged annual indexes render it possible for you to find what you need at once without trouble or inconvenience.

---

## THE MONTH.

---

THE NEW  
GENERAL MANAGER  
OF P., D. & CO.

The appointment of Mr. Ernest G. Swift, heretofore manager of the Canadian business of Parke, Davis & Co., to succeed the late William M. Warren as General Manager of the House, has attracted

wide-spread interest. The position, at least from an industrial point of view, is the highest in the gift of the American drug trade. It involves a greater degree of responsibility and authority, demands a larger grasp of affairs, and calls for a higher type of commercial leadership than any other post which has so far been developed in the modern organization of the trade. The capacities of the industrial general are needed here as they are nowhere else. Laboratories in Detroit, Canada, and England; branches in a dozen American cities; others in India, Australia, Russia, London, and Montreal; a small army of 275 traveling salesmen; a large corps of scientific specialists; twenty-five hundred employees of all kinds; a capitalization of four million dollars—these facts indicate the size, variety, and world-wide nature of the interests Mr. Swift is called upon to grasp and carry forward to a continued growth and development. That he will succeed is abundantly proved by the history of his career. The past affords the only reliable indication of the future; and Mr. Swift's record shows him to be a man of strength, of capacity, of character.

\* \* \*

HIS  
SUCCESSFUL  
CAREER.

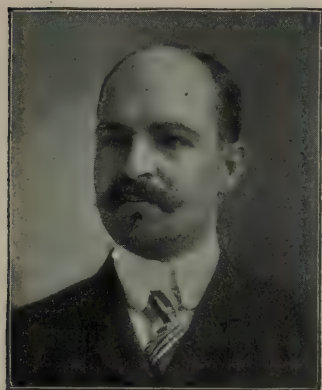
Quietly, modestly, unostentatiously, without special advantage or influence, Mr. Swift has steadily pushed forward to the front rank and fully earned his present title. Born in 1861, and beginning business life at the early age of 15, he spent four years in a large jobbing house in Montreal—the house now known as Lyman, Sons & Co. Then followed service in a retail store, and next came attendance upon the four-year course in the Montreal College of Pharmacy. In 1883, at the age of 22, Mr. Swift entered the employ of Parke, Davis & Co. One round of the ladder was ascended after another until, in 1892, with the completion of nine years of service, he was given entire charge of the Canadian business. In the eleven years which have since elapsed a laboratory has sprung up in Walkerville employing several hundred persons; a fully-equipped branch house has been established in Montreal; a large corps of traveling salesmen has been developed; and the Dominion of Canada has become a stronghold of Parke, Davis & Co. The man who could display qualities of industrial leadership of this type is entitled to a larger field in which to exercise them. He has earned the rank of commanding general, and in conferring it upon him the Board of Directors has acted with justice and wisdom.



ERNEST G. SWIFT,  
Appointed General Manager of Parke, Davis & Co. last month.



**A  
MERITED HONOR TO  
FRANK G. RYAN.**



FRANK G. RYAN.

The death of Mr. Warren left two vacancies in the house of Parke, Davis & Co.—one the general managership, the other membership on the Board of Directors. The first was filled by Mr. Swift, the second by Frank G. Ryan, Mr. Swift being already a member of the Board. Outside of the officers of the corporation—the president, the general manager, the secretary, and the treasurer—Mr. Ryan is the only man in the house to have a seat on the Board; and the honor is at once an index of his high standing in the business and a merited tribute to his ability. With a meritorious record of fourteen years of capable service on the faculty of the Philadelphia College of Pharmacy, he went into the house four years ago in the capacity of Chief Pharmacist, with supervision over all the varied manufacturing processes, pharmaceutical, chemical, and biological; and he attained a success which immediately marked him as a man combining technical knowledge and executive capacity in an unusual degree. Happily, too, there is joined to his ability a modesty of demeanor and a charm of manner which render him a delightful associate, and which provide him with “troops of friends.”

\* \* \*

**PURE DRUG  
EXAMINATIONS.**

The pure drug investigation which the Greater New York Board of Pharmacy has recently been making discloses a deplorable and distressingly unfortunate condition of affairs. Two or three weeks ago it was reported that “out of 492 samples gathered at random, more than 150 have already been found adulterated, and the proportion is expected to reach 40 per cent.” Moreover, “a large proportion of the samples were far below official strength, and some were adulterated with cheap and inferior materials.” To make matters worse, a searching inspection was made of the department stores, and the surprising fact was discovered that on the whole the drugs handled by them proved more uniform in strength and excellent in character! The names of the culprits have so far not been disclosed, but it is hinted that some of them belong to men prominent in the

community and holding positions of influence in the local pharmaceutical associations. An official report of the Eastern Branch of the State Board to the parent board will soon be made, however, and it is said that names will then become public property. All sorts of sensational exposures are expected. In Massachusetts, meanwhile, a recent report of the State Board of Health indicates that of the 101 specimens of drugs examined during the month, 42 were found adulterated. Nine complaints were entered in the courts, and six convictions were secured. All of this goes to show that the pharmacist of the future will be more and more held to account for the character of the goods which he handles. The handwriting on the wall is plainly to be read. If the druggist does not heed the warning, so much the worse for him and his calling.

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**THE  
PROPRIETORS'  
CAMPAIGN.**

The campaign of the fourteen proprietors who are striving to carry out the promise made at the Washington convention of the N. A. R. D. and correct the cut-rate situation, is being watched by the druggists of the country with deep interest. It is realized that this is the first time that the proprietors have ever really taken off their coats and gone at the task in dead earnest. “Will they succeed?” is the question which is being universally asked. Only the future will provide an answer, but meanwhile it would appear that the proprietors are working with systematic energy. They have apparently attacked Greater New York as the first fortress to overcome, and it cannot be gainsaid that if they succeed here they will find victory perching upon their banners elsewhere, for Greater New York presents the most difficult and the most complex situation to be found in the country—so difficult indeed that friends and well-wishers of the proprietors are expressing the opinion that they would have done better to begin operations elsewhere. Just what the prospects of success are in the great metropolitan center it is too early to state. The last reports are that it had been found advisable to postpone active efforts until early in January in view of the great pressure of business during the holiday season.

\* \* \*

**THE N. A. R. D.  
NOT INVOLVED  
IN IT.**

There is one feature of the proprietors' campaign which should be recognized by the druggists of the country. The “N. A. R. D. Notes” makes it plain that the National Association of Retail Druggists



is in no way connected with the proprietors in the movement. The situation is this: at Washington the N. A. R. D. wanted the proprietors to adopt the direct contract and serial-numbering plan. The proprietors said "No, we won't, we can't do that, but we'll put a plan of our own into operation and we'll stand behind it and make it a success." They are now simply endeavoring to carry out that promise, and the N. A. R. D. is holding its direct-contract campaign in abeyance until it sees whether the proprietors can "make good" or not. If they succeed, well and good; if they fail, the probation period is over with, and the N. A. R. D. will renew its demand for the adoption of the direct-contract plan. The proprietors have bitten off a large chunk, and perhaps it is more than they will be able to chew. Only the future can tell. Meanwhile it might be well, while hoping for the best, not to expect too much, and thus not yield to despair in case of partial failure. Even if failure results, the N. A. R. D. movement itself will not be affected, for the present attempt is an attempt of fourteen proprietors alone, in which the N. A. R. D. is only indirectly involved.

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**N. A. R. D. AFFAIRS.** A perusal of the last few numbers of the "N. A. R. D. Notes" indicates that the National Association is striving to discipline two or three proprietors and jobbers in different parts of the country. The Dr. David Kennedy Corporation has earned the ill-will of the N. A. R. D., and a very earnest fight has apparently been in process for some weeks. The Williams & Carleton Co., a wholesale drug and grocery firm in Hartford, Ct., appear also to be the subject of some dislike. Returning to more pleasant things, it is to be noted that proprietors are more and more adopting the plan of compelling newspapers in which they advertise to abstain from carrying the advertisements of their products at cut rates under penalty of abrogating the proprietors' contracts. E. C. Dewitt & Co., among other proprietors, have recently taken this stand. Turning in still another direction of activity, we may report that the N. A. R. D. has prepared its bill modifying the patent and trade-mark laws as they apply to medicines, and has placed it in the hands of Representative Dalzell for early introduction into Congress. We are assured that it will be pushed with the utmost vigor, and that the assistance of the other three great national associations in the drug trade will be solicited.

**"WHO OWNS  
THE  
PRESCRIPTION?"**

This classic question has been asked from time immemorial, and numerous are the answers which have been made to it by pharmaceutical orators and the wise heads of our American courts. There are seven or eight judicial decisions on record, and scarcely any two of them are in consonance. Any man with a theory on the subject has no difficulty at all in finding a decision to support his particular view. Our reason for introducing the subject on this occasion is the report which comes to us from Greater New York concerning a decision rendered last month in the Harlem Police Court. An individual had several years ago received from his physician what he considered an excellent prescription for sore throat. He wanted another bottle of the medication. He went to the drug store where the mixture had been compounded and asked for the prescription in order that he might have it filled at a pharmacy near his present home. The request was refused, whereupon the clerk was haled into court and commanded by the magistrate to hand over the prescription to its rightful owner, the patient. The drug clerk again refused. Then the wise magistrate simply remarked: "Either you give up that prescription right off, or I will send you to the Tombs to answer a charge of larceny!" It is quite needless to remark that the prescription was handed to the patient.

\* \* \*

**THE  
DRUGGISTS'  
OPINION.**

"Who Owns the Prescription?" This question is after all one of considerable importance. Druggists have always maintained that the prescription belonged to them on the ground that it simply represented an order for goods written to the pharmacist by the doctor, and should be kept by the former for his own protection in accordance with the universal disposition of all orders. It has sometimes been held that the patient pays for the prescription and therefore owns it. This is sophistical reasoning. He does not pay for the prescription. He pays for the physician's treatment of his case; the physician may change his diet, or give him a few tablets out of his case, or send him to the druggist for a bottle of medicine. In sending him to the druggist he naturally has to provide him with something in order that the druggist may know what is wanted. This view of the ownership of the prescription has been taken by two or three judges, but unfortunately other judges have decided differently, and the whole question is



in the air. The only positive way of settling it is to insert a provision in the pharmacy law of each State such as that to be found in the model law drafted by Professor Beal and approved by the A. Ph. A. several years ago. This compels pharmacists to keep prescriptions on file for a stated number of years.

\* \* \*

**NO COCAINE  
SOLD IN  
CHICAGO.**

One of the editors of the BULLETIN had a talk with Mr. Bodemann last month concerning the anti-cocaine crusade in Chicago. Readers of this journal have been kept informed of the efforts which the Illinois Board of Pharmacy is making to enforce the recently-enacted cocaine law, and they will be glad to know that the illegitimate sale of narcotics has been pretty thoroughly stopped, not only in Chicago, but throughout the State generally. Upon Mr. Bodemann as president of the board the brunt of the work has largely fallen, and he deserves the thanks of the druggists of the entire country. He has led the way, and it is earnestly to be desired that the pharmacists of other States will follow in his footsteps. In all, about twenty prosecutions have been made, and every case which has so far been decided has resulted in a conviction. In one or two instances appeal was taken, and the upper court merely confirmed the opinion of the lower court and supported the position of the board. Mr. Bodemann has been vilified and maligned to an extent which has made his work extremely distasteful and difficult, but he has persevered in his efforts and has rendered pharmacy a noble service.

\* \* \*

**BEAL LAW  
BEFORE  
CONGRESS.**

In this connection it is important to know that the Beal Anti-Narcotic Law, provisionally approved by the American Pharmaceutical Association at the last meeting, has been introduced into Congress—that is to say, it has been made part of a general poison measure. The bill was introduced by Representative Robinson, of Indiana, and is known as House Measure 4837. It has been referred to the Committee on the District of Columbia of the house, and a hearing will doubtless be held on it before long. To have the anti-narcotic law enacted by Congress will be a long step towards its ultimate adoption in the various States of the Union, in view of the fact that national measures are very apt to be copied or duplicated by State legislatures. This is of course the significance of its introduction at Washington:

the direct importance of the step will not be great, since the measure will apply only to the District of Columbia. Departing from the anti-narcotic feature of the congressional bill, and considering for a moment its general poison provisions, it is important to note that the latter are the handiwork of Professor Beal also. They are taken verbatim from the model pharmacy law which was adopted by the American Pharmaceutical Association at the Richmond meeting in 1900. The value of having both A. Ph. A. measures receive the stamp of congressional approval, and made the pattern for State legislative action, will at once be recognized.

\* \* \*

**CHICAGO  
HUSTLE.**

They do things with a rush over in Chicago. Buildings spring up in a night. Organizations are born to-day and flourish like a green-bay tree to-morrow. Only three years ago the Chicago Drug Trade Club was formed, and now it is proposed to erect an eight-story building and to make it the focal point of the drug trade of the West! This action was decided upon at the annual meeting held last month. The location of the building will be at the corner of Washington and Franklin Streets, which is only one block from the drug trade center. The upper stories will be used by the Club itself and the remainder of the space will be leased to firms in various lines of the drug and chemical business. By January 1st of next year it is more than possible that the Drug Trade Club of Chicago will be installed in one of the handsomest club houses in the city. At the annual meeting referred to the following officers were elected for the ensuing year: President, C. P. Van Schaack; Vice-Presidents, E. A. Vosburgh and E. D. Canfield; Secretary, Harold Sorby (re-elected); and Treasurer, B. T. Van Alen. The new Board of Directors comprises Messrs. J. E. Bartlett, M. L. Barrett, Jacob Baur, A. R. Fellows, James W. Morrisson, and F. C. Schapper.

\* \* \*

**MR. WHITNEY.**

One of the older school of apothecaries passed away last month in the death of Henry M. Whitney, of North Andover, Mass. Mr. Whitney was a product of the apprenticeship era, and lived to see change after change brought about in the nature of his calling. He was seventy-five years old at the time of his death, and his experience in pharmacy had covered more than five decades. During the



last ten or fifteen years of his life he had become well known as president of the Massachusetts Board of Pharmacy, and was largely instrumental, among other things, in securing the enactment of the statute in that State placing the regulation of pharmacists' liquor licenses in the hands of the Board and giving the Board power to revoke the pharmaceutical registration of a druggist upon repeated convictions of violation of the liquor law. In 1896 Mr. Whitney was elected to the presidency of the American Pharmaceutical Association. In the affairs of this society he was, indeed, always prominent. During the last three or four years of his life he had practically retired from active business and from official connections of every kind.

\* \* \*

#### DEATH OF MR. WALKER.

R. J. C. Walker, the junior member of the well-known manufacturing chemical house of Powers

& Weightman, died last month at his home in Philadelphia. In addition to his success as one of the chiefs of his house, Mr. Walker had lived a long life of usefulness. He was a graduate of the Harvard Law School. For a time he served in the Common



R. J. C. WALKER.

Council of Philadelphia. In 1880 he was elected to Congress, and two years later declined a renomination. For several years he was president of one of the national banks of Williamsport, Pa. Fond of travel, he made several voyages abroad, and on one or two occasions journeyed around the globe. He was much beloved for his many excellent qualities of mind and heart.

#### THE CLERKS.

The clerks have been more or less active of late. In Minnesota they have been somewhat assisted in their endeavor to secure shorter hours by the State Labor Commissioner, who recently conducted an investigation of the situation and suggested that the drug clerks' hours of service should be lessened and that the practice should be discontinued of sleeping in the store. So far as the salaries of the Minneapolis drug clerks are concerned, the Commissioner found that there were only two men in Minneapolis who get \$100 a month, some receive \$85, while the majority do not obtain more than \$65. This does not seem to us a very distressing situation. On the whole, these are pretty fair salaries. In Philadelphia the clerks' association has presented a request for shorter hours to the retailers' association, while in Chicago an ordinance has been introduced into the City Council limiting the hours of labor for drug clerks to ten a day. An organization of the clerks in Cincinnati is one of the probabilities of the early future.

\* \* \*

#### "TABLOIDS" VS. TABLETS.

A decision of considerable importance was rendered by an English judge last month, supporting the trade-mark claim made by Burroughs, Wellcome & Co. in the name "tabloids." This house brought suit against a competitor, Thompson & Capper, for using the word as a synonym for tablets; and the defendant firm made a counter-motion that the name "tabloids" be removed from the trade-mark register on the ground that it belonged to the language quite as much as the word tablet, and so might not be appropriated under trade-mark protection. Burroughs, Wellcome & Co. won their case on both points, and the damages were fixed at the modest sum of 40 shillings. The judge held that the name "tabloid" was not used prior to 1884, when it was coined by B., W. & Co., and that the firm had therefore a perfect right to have it trade-marked. One of the cases will doubtless be appealed.

\* \* \*

#### AN IMPORTANT MEASURE.

A bill has been introduced into the United States Senate which is of general interest to the druggists of the country. In a word, it provides that hereafter governmental liquor licenses will be issued, not to all druggists who apply for them, but only to those who are permitted by their State or locality to deal in liquor. The druggist who desires a national per-



mit will have to exhibit at the time of his application a license from the State or territory in which "such trade or business is to be carried on authorizing him to sell distilled spirits, wines or malt liquors." Every druggist will at once understand that this is a radical departure from the conditions which have always prevailed. In this connection mention may be made of the fact that the local societies of Greater New York have been communicating with the Internal Revenue Department at Washington with the object of establishing a five dollar governmental license for the sale of alcohol alone, for the benefit of those druggists who do not care to sell liquor and who do not desire to be classed as liquor dealers.

\* \* \*

**RESOLUTIONS ANENT  
MR. WARREN'S  
DEATH.**

The following resolutions regarding the recent death of William M. Warren were adopted at the annual meeting of the Ohio Valley Druggists' Association, held in Cincinnati early last month:

*Whereas*, it has come to the knowledge of the O. V. D. A. that it has pleased the Almighty to take from among those active in American Pharmacy one of the foremost men in Mr. Wm. M. Warren, and

*Whereas*, through his active and progressive management of the house of Parke, Davis & Co. great advance has been made in American Pharmacy, and much benefit has resulted to the legitimate retail druggists of the country, be it therefore

*Resolved*, That the members of the Ohio Valley Druggists' Association join with the druggists of the country in extending to Parke, Davis & Co. their most heartfelt sympathy on account of the death of Mr. W. M. Warren, believing that in him they, as well as the pharmacists of the country, have lost a true friend and coworker, one whose memory we will cherish at all times to come.

*Resolved*, That a copy of these Resolutions be forwarded to Parke, Davis & Co.

\* \* \*

**PRESIDENT  
ROOSEVELT  
ON PATENTS.**

In a previous paragraph mentioning N. A. R. D. matters, reference has been made to the fact that the National Association has made arrangements for the introduction into Congress of a bill amending the patent and trade-mark laws as they apply to medicines. It will be remembered that a special committee called upon President Roosevelt during the Washington convention and requested his support of the cause. In the light of this bit of history it is interesting to read the following paragraph quoted from the President's annual message to Congress, delivered at the opening of the regular session:

**PATENTS TO FOREIGNERS.**

In granting patents to foreigners the proper course for this country to follow is to give the same advantages to foreigners here that the countries in which these foreigners dwell extend in return to our citizens; that is, to extend the benefits of our patent laws on inventions and the like where in return the articles would be patentable in the foreign countries concerned—where an American could get a corresponding patent in such countries.

\* \* \*

C. Lewis Diehl, the well-known Reporter on the Progress of Pharmacy of the A. Ph. A., has retired from the retail business and will hereafter confine himself to the duties of his professorship in the Louisville College of Pharmacy, and to original research work in chemistry. Mr. Diehl had been in business on the same corner for thirty-five years.

\* \* \*

Not alone the German Apothecaries' Society of Greater New York, but the Kentucky Pharmaceutical Association and the Cambria County Retail Druggists' Association of Pennsylvania, are considering the advisability of establishing coöperative insurance companies for the benefit primarily of their respective memberships.

\* \* \*

The home of W. O. Allison, publisher of the *Druggists Circular*, at Englewood Cliff, on the Hudson, was burned a few weeks ago and nearly all the household effects completely destroyed. The loss was a serious one. Mr. Allison's house commanded a magnificent view for miles up and down the river.

\* \* \*

S. A. D. Sheppard, the prominent Treasurer of the American Pharmaceutical Association and member of the Board of Trustees of the Pharmacopœial Convention, has found it necessary to go South to recover from a recent attack of neuritis.

\* \* \*

A new pure food and drug bill has been introduced into the United States Senate by Senator McCumber to succeed the Hepburn-McCumber bill which fell by the wayside in the last Congress.

\* \* \*

Virginia has fallen into line. A bill has been introduced into the State legislature prohibiting the promiscuous distribution of medicine samples around in dooryards and the like. Laws of this kind have been enacted in several States and cities during recent years.



## A WEEK-END IN THE HYMALAYAHS.

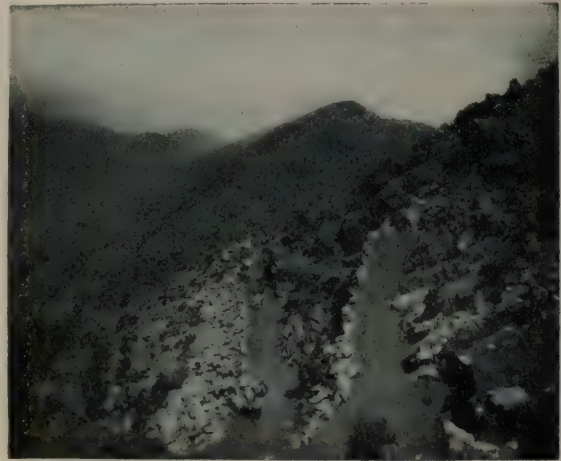
Delightful Account of a Short Trip Made by Caravan to the Famous Mountains of India—Beautiful Scenery—Interesting Glimpses of Far Eastern Customs—The Land of Kipling.

By NORMAN S. RUDOLF, M.Sc., F.I.C., F.R.G.S.,  
of Simla, India.

[NOTE BY THE EDITORS.—Although this sketch is not pharmaceutical in nature, it chronicles the experiences of a pharmaceutical follower, and we feel therefore that no apology need be made for its appearance in these pages. Moreover, it is delightfully interesting, and can scarcely fail to be read with deep pleasure. Mr. Rudolf is the manager of Parke, Davis & Co.'s East Indian Branch, located at Simla in Punjab, which is one of the upper provinces of India. The Himalaya Mountains (or "Hymalayahs," as Mr. Rudolf spells the word) are near at hand; and it is of a short journey to these beautiful monuments of nature that he writes so fascinatingly in the following article.]

To rain or not to rain—that is the question, for it is the 25th of June, and ominous clouds to the southwest betoken the approaching break of the monsoon, as the annual rainy season in India is termed. Weather-wise friends are consulted, and their opinions are both confident and contradictory, and we are in a dilemma as to whether "in a multitude of counsellors there is wisdom" or whether "too many cooks spoil the broth." Eventually we decide in favor of the latter, and Thursday evening sees our little caravan fairly on the road.

A couple of "chuprassees" accompanying us to direct operations. The chuprassee is a genus homo unknown in democratic America, and it is not an easy matter to describe his exact *locus standi* or duties. He derives his name from the "chuprass," or brass badge, which he wears to indicate the indi-



A winding path by means of which the bare side of the mountain is descended. Coolies are carrying the camp equipage, but are so small in the picture that they are scarcely to be seen.

vidual or the office for which he works; in the present case the "chuprass" bears the name of an American company. A chuprassee's duties are varied, but consist chiefly in seeing that the orders of his master are carried out by the coolies and others, and he has also to keep a sharp eye on all the small odds and ends that go to make up the equipage of a camp, which items, unless closely watched, have an unfortunate knack of disappearing in an almost miraculous fashion, doubtless to reappear after the hue and cry is over as treasured heirlooms in some coolie's domestic menage!

The starting of such a procession is not an easy matter, as the loads have to be apportioned out; and each man thinks or pretends to think that his particular burden is the heaviest of the lot. The loads are wrangled over and changed from head to head until at last the majority are satisfied, and they start



A halt made in the shade of a native food supplier's veranda.

### THE "CARAVAN."

We are traveling light, no servants being taken—only a dozen coolies to carry the baggage, which consists of a "Cabul" tent and food for four days.



off along the Simla Mall, which at this time of the day, so far as fashion and beauty are concerned, might be Oxford Street on a fine afternoon in the season.

#### THE START.

The Sahibs (Anglice Englishmen) have now a little leisure to ascertain what has been forgotten, and after rectifying the few omissions they start on



Two or three monkeys seen in the jungle, the anxious mother appearing in the foreground.

pony back, when a brief trot along a pleasant shady road brings us to Sanjowli Bazaar, and here we are fairly on the famous Hindustan-Thibet road. A little further on a notice-board announces that "Coolies, Mules, Ponies, and other Cattle" must take the upper road, and passing through a narrow tunnel under a steep hill a magnificent prospect bursts into view. The road here is cut sheer out of the side of the mountain, a precipice towers above, while below is a valley some thousand feet in depth. The ponies have been left behind, and after a fresh walk of a few miles through the heavy rain Mashobre is reached in time for dinner.

Before daylight the next morning the meteorological prospects look very black indeed, as there is every appearance of an impending heavy storm. The usual wrangle about loads takes place, the gloom of which is only relieved by our joy at perceiving that the laziest coolie of the lot, who has been maneuvering all along to get the smallest load, and who has succeeded in his object so far as the *size* of his burden is concerned, on picking up his prize is able to realize why his schemes met with such slight opposition from his fellows, as the smallest pack of the lot contains the iron tent pegs weighing at least a good hundredweight. The way in which he be-

moans his fate keeps his companions amused the rest of the way, an instance of that wise saw which states that "by contemplating the misfortunes of others we forget our own," to quote Jerome K. Jerome.

#### LORD CURZON'S CAMP.

The road winds from side to side of the hills through picturesque forests until presently the trees are left behind, and after descending the bare side of a mountain by a series of zigzag roads, of which a photograph was taken, the woods of Naldera came in sight. Here golf enthusiasts have marked out links, and in this pleasant woods are the white tents of a huge camp where H. E. Lord Curzon and his American wife are seeking and doubtless finding a few weeks rest and quiet after the harassing cares of their exalted position and the weariness of social life in the summer capital of India.

Beyond the woods is the village or Bazaar of Naldera, and here a halt was called and the opportunity embraced to take a snapshot of the coolies, who are to be seen resting in the shade of a "Bunnya's" (na-



A wayside temple situated in the village or bazaar of Naldera.

tive food supplier's) veranda with the two chuprassees standing up to the left of the picture; the third seated man from the left is smoking a huqua or native water pipe. The photograph is so small, however, as not to show these details well. The road now commenced a rapid descent, and in a few hours' time we had descended from over 6000 to about 2500 feet elevation. The scenery was of the wildest description and the cloud effects magni-



ficent, the enjoyment of the whole, however, being marred for the pedestrians by the ever-present thought of the hill that would have to be climbed on the homeward journey.

#### THE DELIGHTS OF CAMPING.

At every foot we descended the temperature seemed to rise, and after scrambling down a couple of thousand feet with an Indian midday sun blazing



The coolies are getting things ready for pitching the tent, while Mr. Rudolf rests himself in the cool shade of the trees.

directly overhead a suitable spot for camping with a subsequent cool drink appeared the chief desiderata, but, alas! the delicious spring of which casual wayfarers (who had not been there) had spoken so eloquently *en route* proved to be but little better than an ill-kept cesspool, muddied and dirtied as it was by the herds of buffaloes and goats that were grazing around. Camping here was out of the question, as a camping ground without water is like Hamlet without the Prince; and so on we went again. A couple of miles further down a water hole was discovered and we prepared to camp. However, after experimenting a little, Rotal, the writer's faithful servant and companion in not a few wanderings, pronounced the ground rotten and too stony to enable a tent peg to hold. An opinion from such an authority could not lightly be disregarded, especially as a storm was evidently working up and Rotal refused to be responsible for the safety of our tents if we camped on such ground, which was in a very exposed position and on a ridge with deep valleys on either side. The wisdom of his advice was shown in the evening, when a terrific mountain squall burst on our camp and nearly upset everything even in the valley below.

A short cut down the precipitous bed of a dry

river brought us to the village of Basantapura, where an excellent camping ground was found. Here the tent and camp equipage generally seemed to have got in rather a tangle, and the photograph shows the writer sitting resignedly under a tree while the native followers endeavored, and later succeeded, in straightening matters out and erecting the tents. The situation of the camp was a very pleasant one, as the large trees afforded a pleasant shade. A few yards from the camp was situated a Hindu temple with some exceedingly quaint wooden figures in front. The afternoon was spent in inspecting the neighborhood; the soil of this valley, being rich and fertile, is in marked contrast to that of the mountains above.

Dinner was hardly over before

#### A TERRIFIC DUST STORM

swept up the valley, and all hands were required to make fast the tent, to the recesses of which we retired after having done all that was possible to insure the safety of the camp. At times it seemed



Our author is seen employed at the "congenial task" of preparing a hot breakfast.

impossible that such a structure could stand in so violent a gale, but the tent was well made and it weathered the storm successfully. All night long it blew and rained in torrents, yet not a drop of water reached the interior, and the occupants slept, though fitfully. It may be added here that to really enjoy a warm bed one must be in a tent with a howling gale outside and no certainty as to what moment the whole structure may be hurled to the winds; the sense of insecurity makes one appreciate every second of the time under the blankets, a pleasure which at any moment may be turned to



utter misery by the blowing away of the whole concern. But the longest night has an ending, and morning broke fresh and sunny. A good hot breakfast was soon prepared, at which congenial task the camera depicts the writer engaged. The coolies had now become somewhat discontented and wished to give up the job, but after a little financial discussion they became amenable to reason, and the writer was able to rest peacefully, only interrupted by the snapshot which affords the accompanying photo.

At midday a start was made for

#### THE RETURN JOURNEY,

the camp being sent on in advance, and Rotal being instructed to pitch the tents and arrange the camp in some suitable spot. The return up-hill climb, which occupied some four hours, was distinctly wearisome, but the monotony was broken by the magnificent views which we obtained, views of which, on account of the vastness of the scene, the photographs taken give but an inadequate idea. With the approaching setting of the sun we began to look around anxiously for signs of the camp, and we were heartily glad to hear a welcoming yell issuing from a wood on a hill above the road announcing that we were just below our camp.

It would be difficult to imagine a more delightful position for a camp than the present one, situ-



In this view Mr. Rudolf is seen resting after having successfully prepared and disposed of the breakfast.

ated as it was at the edge of a magnificent pine wood, sheltered to the north and east by rising ground and looking south across a valley several thousand feet in depth to the woody heights upon which the town of Simla is built. The clear, fresh, pine-scented air of the Naldera woods formed a delightful contrast to the hot and oppressive atmosphere of

the valley of the Sutlej where we had spent the night, and up the steep side of which we had toiled all the afternoon.

The next day was spent in

#### RAMBLING THROUGH THE WOODS,

and photographs were taken illustrative of some beautiful effects in light and shade among the trees; unfortunately, however, these photographs were not destined to see the light, owing to the rolls of films



Showing an attempt to photograph the Himalayas—a task beyond the capacity of the camera.

being utterly spoiled by the storm which occurred that night. The clearness of the atmosphere on Saturday evening towards sunset was very noticeable, and the views in consequence were magnificent, but we paid for this later in the heavy rain which prevailed during the greater part of the night.

#### BACK AT HOME.

Sunday morning broke wet and cheerless; everything was damp, making a fire outside an impossibility. The oil stove had taken to smoking badly, and under all these circumstances breakfast was postponed *sine die*. However, by 11 o'clock the clouds had cleared away, the sun was shining brightly, and some dry charcoal having been obtained, by the aid of a couple of good fires a combined breakfast and tiffin was soon got ready. Meanwhile, our ponies having arrived, we started on our return journey, leaving the dismantling of the camp and the bringing of it to Simla to the followers.

After a charming ride of several hours Simla was reached, which brings our week end in the Himalayas and this little story to an end.



## "FORWARD OR BACKWARD?"

Which Course is Pharmacy Pursuing?—Unquestionably the Progressive One—A Thoughtful Analysis of the Situation—A Few Common Notions Exploded.

By W. H. BURKE.

If a vote should be taken as to whether the pharmacist of to-day was in a better position than the pharmacist of a quarter-century ago, I am afraid that the old-time pharmacist would "win out;" and still I do not think he should. I believe the pharmacist of to-day has greater opportunities to secure professional education and a remunerative business than the world ever offered before. Of course, one must admit that there are certain advantages that a new and rapidly growing country offers to newcomers, but we must also remember that the contestants under such conditions are not so well equipped with capital and pharmaceutical training. Let us recall

### SOME OF THE ILLS

to which the pharmaceutical body is supposed to have fallen heir.

I think the first place is usually given to the manufacturing pharmacist, because he makes now nearly all of the galenical preparations, the greater part of which were formerly made in the little back room of the erstwhile druggist and apothecary. In looking at any question, we should cultivate the practice of placing ourselves in a position to see all sides of the situation. In this particular case we have ordinarily only the druggist's point of view, and he can see nothing but the fact that the manufacturer is making all the money that he used to make in his back shop.

Then there is the doctor's point of view, and he can see that the product of the manufacturing pharmacist is in nowise inferior to that of the back shop in uniformity, appearance, palatability, and accuracy. It is known of all men that a person with one thing to do can do it a great deal better than he who has a hundred tasks to perform; and this is why the manufacturer has caused the retailer to take second place in preparing pharmaceuticals. It is not at all likely that pharmacists, as a class, would care to go back to the old fashioned way of gathering, grinding and powdering drugs, and the making of pills, tablets and extracts,

if they were to receive only the compensation that the manufacturer does.

The consumer, finally, who by the way receives usually but scant consideration in these discussions, looks upon these changes with satisfaction, because he gets prescriptions filled quicker and cheaper than he did in the good old days.

Next to the loss of the profit in making pharmaceuticals,

### THE GREATEST COMPLAINT IS ABOUT PROPRIETARY MEDICINES.

Now this traffic in proprietaries is largely the result of extensive advertising on the part of the makers, and while we all realize that there always has been, and probably always will be, a demand for ready-made preparations to be used for self-medication, we must also recognize the fact that not over 10 or 15 per cent of the money now spent for the so-called patent medicines would be invested in any kind of medicaments if it were not for the extensive and exaggerated statements of the manufacturers. That this flood of patent medicine literature is thus largely responsible for the existence of the increased number of drug stores none can deny, and that the scaling down of prices on these goods has been a hardship on those engaged in the calling is as plain as that two and two are four. When the number of dealers in any given community become adjusted to the new condition of things, however, it leaves what remain in about the same condition as they were before the advent of cut prices. In the greater number of our large cities this shaking down process has been completed, and the only discernible result is that the present-day pharmacist is obliged to move a little faster than his predecessor of fifteen or twenty years ago.

### "THE OPPORTUNITY FOR THE ENERGETIC AND THE CAPABLE."

We must all admit that there are two successful classes of pharmacists in America to-day: one, the



enterprising commercial man, who conducts his business on an energetic and progressive basis, and the other, the professional man, who uses his knowledge and skill in pharmacy, analytical and bacteriological work to draw to him a clientele that gives him a very substantial remuneration for his efforts. These two classes are greatly benefited by being able to secure pharmaceutical preparations from the manufacturing laboratories, and thus save time which they can use to great advantage.

This is indeed the opportunity for the energetic and the capable, but it is also the slough of despond for the shiftless and the unambitious. If the time saved to the pharmacist by modern economic advances is put to good use, he progresses with the rest of the world; but, on the other hand, if he fails to improve this opportunity, it only furnishes him with so many more hours to bewail his lot and conjure up dismal pictures for the future.

#### A WISE SUGGESTION FOR THE FUTURE.

That conditions which would be favorable to the followers of our craft can be encouraged by ourselves is beyond dispute, but before we make progress, we must realize what our stumbling blocks are, and remove them from our path. No one here will deny that better pharmacists mean better pharmacy. We notice that every increase in the requirements for the practice of medicine, law, dentistry, or pharmacy is quickly followed by an improvement in the character of the accessions to these professions. This seems so simple and so true that it is hard to believe that pharmacists can be found who are unable to see it, and yet, on account of the opposition met from pharmacists themselves, it is a difficult task to increase, by means of legal enactments, the requirements for applicants who appear before the State boards of pharmacy.—Read before the A.Ph.A. and specially contributed by the author.

## AROUND THE CAMP-FIRE.

### A Bunch of Poison Cases from Australia—The Woman Who Drank Distilled Water and Calmly Prepared for Death!—Another Who Carried Out Her Suicidal Purpose More Successfully—The Sad Tale of an Apprentice.

[NOTE BY THE EDITORS.—This month's installment of the camp-fire series of tales and reminiscences is contributed entirely by an Australian reader of the BULLETIN, Mr. M. J. Arneson, of Wellington, N. S. W. Mr. Arneson writes interestingly of the real or mythical gathering of four "pill pounders" who entertain one another with accounts of poisoning and suicidal incidents that have developed within their experiences.]

The American mail came in a few days ago, and when three of our local pill pounders met each other at a mutual friend's house, the first question was: "Any news?" "There is no camp-fire in the BULLETIN this month," said Murphy, "and I am truly sorry that it stopped so short. Now is the chance for the fellow who has anything to say to step into the breach, and I suggest that we dig up what experience each of us can tell from memory of his poison-register."

#### COMMITTING SUICIDE WITH DISTILLED WATER!

We were all thinking and smoking our host's Havanas, when Tom, after a mouthful of grog, started.

"You have heard of old Hamilton of Nanima Crescent? Well, while assisting him some while back we had a poisoning case which ended, as you will see, not quite so unfortunately as some may think. There was in the place a young girl, Amy B., with whom I was acquainted, and she was engaged to young Milford of 'Gobolian' Station. He dealt, however, with Pierce's of red-cross fame, and only occasionally did I see him, and then mostly with Amy when she wanted anything at the 'Austral' where I was.

"Late one evening Miss Amy stepped in unaccompanied, and acting rather peculiarly. I went up to the counter and inquired jovially what her trouble was. 'Oh, I have none,' she laughingly replied. But I persisted: 'Had a tiff?' 'Oh, no, nothing at all of that sort,' she answered, and the conversation turned upon other matters. I served her with what she wanted, and just as she was in the act of leaving she turned back, and, giving a glance round the store and observing that no one was present, handed me an ounce vial of hydrocyanic acid over the counter



and remarked: 'Ted wanted me to bring him home some prussic acid from Pierce's in order to poison that old mangy tabby of theirs. Now do you think this will do it—painlessly,' she added, as I stretched out my hand for the blue vial. I looked at her, but not an eyelid moved as I replied: 'It is rather weak, and if you would like the poor beast not to suffer I will give you the right stuff.'

"By this time I had the vial safely in my hand and a thought came to me like a stroke of lightning—what if she intends the poison for herself? Keeping up a conversation I quietly slipped round the prescription counter, emptied the vial in the sink, and after a shake or two filled it up with distilled water. Then I handed it back to her and impressed upon her the necessity of taking care of it, delivering the vial over to Milford, and letting him do any poisoning that might be required. Shortly after I shut up shop and went for a stroll before retiring for the night.

"The next morning Dr. G. called upon me, as was his custom, to leave a couple of scrips [prescriptions], and in conversation I was then informed that he had been called out during the night to attend a poisoning case. Of course I got interested and inquired where he had been. The reply nearly took my breath away when he stated that he had been called by the B's; and many thoughts ran through my brain—had I emptied the vial properly? Had I filled it with distilled water? or had I done something worse? Oh, yes, Miss Amy had taken prussic acid, and he had had a rare time, but, thanks to Providence, and thanks also to his skill, promptitude, etc., she was now out of danger.

"What a relief that was—safe again! 'Of course, remarked the Doctor, you did not sell her any poison, so you need not trouble yourself over it. Pierce's name was on the vial.'

"But I did not tell him what my share was in his providential and successful treatment!"

"Not so bad, old pal," said our host; "you deserve credit for what you did, and here's to you!" We all wetted our lips and struck a match or two to light up again as some of us were rather interested. A few minutes of silence ensued, which Dick broke.

#### ANOTHER SUICIDE CASE.

"While upon the subject of poisons," said he, "did you ever hear about that Carr girl?" After a while

he continued: "She was engaged to one of the pupils on the State farm near Wollundry, and her family knew nothing of it. Her brother Jim was running the 'Warrigal' hotel in the place, and one evening a man saying he was the groom at the 'Warrigal' asked for some strychnine wherewith to kill some strange dogs. It seemed peculiar to me that Jim should send him to our place, as old Smith's shop was on the other corner near him; and not knowing the groom I inquired if he had an order or who had sent him. He replied that Miss Carr had sent him, but I replied that Jim had better come along himself if anything of that sort was wanted.

"I thought no more about the matter. But early in the morning Dr. Thorn's groom rung me up with a prescription or two, incidentally remarking that Miss Carr had tried to poison herself. Later when I saw Dr. T. I got some particulars. Miss Carr had sent the groom to me for the strychnine, as she had failed to get it from old Smith. He always refuses to sell poison to 'a skirt,' he says. Well, in this case he was safe. Failing in her intentions to procure it by proxy, she herself went down to Jones, that commercial traveler who lately bought Randalls out. She knew his wife, and observing her through the windows went in and started up a conversation with her, although it was late in the evening. Just before leaving she casually inquired of Jones what poison she could use for killing stray dogs in their garden, and was supplied with a small bottle of strychnine and the directions for using it.

"Coming home, she retired to her room, emptied the entire vial in a tumbler of water, and, having undressed, swallowed the contents and laid down. But waiting for death was not pleasant, and she found that the physiological effects of a large dose of strychnine were anything but delightful. She called her sister in and told her what she had done. One doctor was called, then another, and finally Dr. T. Of course the guardians of the peace appeared upon the scene, too, took evidence, and laid hands upon every bit of tangible proof. All efforts to save the patient were without results. 'The dreadful spasmodic convulsions,' said the doctor, 'showed that the poison had been absorbed, and although apomorphine and morphine were administered, and everything else was used likely to give a particle of relief, we could not save her and she had a most dreadful death.' "



## A DOG YARN.

"Let us change the topic," said our host as Dick finished. "We have all had some experience, and here is mine; although a life was wasted it was not a human one.

"When I started business in Eucarrhena this State had no pharmacy act. Although a pharmacy board existed, it had no power to register diplomas, and one could only get apprentices for three years or break the regulations. A pharmacy bill was under consideration in the legislature, and I had the assurance that the board would not interfere with me as my qualifications would be recognized upon the passing of the new act.

"So I opened up in the place. There was an old Dr. Morgan there, and although I called upon him and endeavored to persuade him to give me a share of his support, he would hear of no coöperation. But to all appearances we were on friendly terms, as he often came over to my place, possibly, though, to spy on what I was doing. One evening he was sitting near the door yarning away when 'Alf.' Simpson, the bootseller, came in, and after passing the time of the day expressed his desire to get a little strychnine for some stray live-stock. I sold him the poison according to the regulations, and the next thing was the senior sergeant calling upon me some time after to know if I had sold any strychnine on or about such and such a date. I told him what I knew, and the matter took its course before the court.

"But that is another story. It would never have got into court at all but for this: next door but one to 'Alf.' lived a stock inspector, and he had a pair of beautiful Gordon setters. They were only allowed outside his premises at night and caused some little talk amongst the neighbors because of these their nightly depredations. I do not know that 'Alf.' wanted the poison for the express purpose of killing the dogs, but certain it is that coming home he laid the baits in his laundry and left the windows open for any kind of visitors that might appear. The Inspector's dogs, when let out, smelled the bait and went for it. The next morning the dogs, in jumping the fence, were caught by the wire, and there they hung.

"The result was my appearance in court, and shortly after that the passing of the pharmacy act."

"The result was good anyhow," said Dick; "and here is your health!"

## THE UNFORTUNATE APPRENTICE.

"Well," said I, finally, "although what I have to tell happened in far-away Denmark, I can recall the circumstances quite readily. In the apotheker where I was apprenticed there were three of us as a rule; one came and one left each year. But I remember one year we got a young man transferred to us in the middle of his apprenticeship, as the apotheker had promised young Nielsen's parents that he would look well after him. Nielsen was rather fond of liquor, and his former master had advocated his removal for this very reason. As soon as he came with us he was cautioned to leave off drink under the penalty of instant dismissal should he ever be seen under its influence.

"He avoided drink for a long time, when some letters came and apparently annoyed him very much; one evening when he was off duty he failed to come home at the usual hour of 10. We all lived under the master's roof and boarded with him; on opening the front door the next morning the senior apprentice found Nielsen sitting down on the step dead drunk. Of course he commented upon it, pointed out the penalty, led the boy into the 'watchroom' and went about his work. It was yet some time before breakfast, and although the senior saw Nielsen take down the tartaric acid and dissolve a goodly quantity of it in water he at the time thought Nielsen needed it as a 'pick-me-up.' When breakfast was brought we all adjourned to the room where we took our meals and Nielsen followed. Everybody seemed rather depressed, and although Nielsen was seen putting two or three white squares into his cup of tea, everybody took it to be sugar. However, we all finished and left Nielsen quietly sipping his tea. It was some time later before the master came down; and upon his inquiry for Nielsen the senior assistant went to call him.

"The senior came back by himself and the master and he went in where Nielsen was together. Then the doctor was called, and after a 'scratch' evidence death was found to be due to cyanide poisoning and the liquid in the cup was seen to be strongly saturated with cyanide of potash. Either that alone or in combination with the acid was the cause of young Nielsen's death.

"Every time I see a teacup I think of it."

We had all related our stories, and at this point we left quietly for our respective homes.



## DRUG-STORE SIGNS.

Practical Suggestions From a Druggist Who Believes in this Form of Advertising, and Who Has Done a Good Deal of Experimenting.

By M. K. BARBER.

All signs may be classed under two heads—interior and exterior. Under the heading of

### INTERIOR SIGNS

may be considered all signs for interior use. Patent medicine houses sometimes put out very handsome things in the way of signs which can be effectively displayed, but care should be used not to overdo it, as a store that has a superabundance of this class of signs has a cheap and gaudy appearance. In fact, the gaudy "chromo" kind of signs had best be left out altogether.

Never leave a sign up after it becomes dingy, faded, or fly-specked. Nothing will detract from the appearance of a store more than a lot of old signs hung around. Change your signs often. Don't hang new signs up over old ones. When putting up a new sign in a place occupied by another one, either change the location of the old one or throw it away.

If you have no artistic talent, or if you have the talent but not the time, get a painter to make your interior cards.

One of the most attractive cards I ever saw was about 20x24 inches in size, printed in plain square letters, white on a black background, with a narrow white border line. The upper third of the card had a drawing of a lady's hand about twice lifesize, showing white against the black background. The lettering on the lower two-thirds of the card advertised a skin lotion made by the drug store, and gave the price and size of the bottle. The card was displayed in the center of the window on an easel, and around it was a display of the preparation.

Right here it is a good place to say that signs advertising one's own preparations are good things to display.

Cigar manufacturers seem to appreciate the value of signs more, perhaps, than any other class, and some cigar signs are really works of art.

Rubber-stamp signs are not as good as hand-painted ones, but are better than none and possess the advantages of cheapness and rapidity of construction. A rubber-stamp outfit suitable for the making of signs for use about the store may be purchased for a couple of dollars.

Price cards and small signs for window displays can be made with an outfit of this kind. They should be made legible and plain, and with as few words as possible. As "brevity is the soul of wit," so also is it the soul of a sign.

Of

### OUTDOOR SIGNS,

by far the most important is the firm name. This should be displayed in the most prominent place, and should, if possible, be a good gold-leaf sign. If no other place is suitable, the firm name should be placed on the front window, but the least permanent sign work there is on the window the better.

The firm name may be made in good plain script if desired, as script signs are very much used at present, and a good legible script makes a pretty sign and a fashionable one.

Good temporary window signs may be made with water colors—chalk and water, colored with suitable "pigment." A good blue may be made with ultramarine blue; prussian or soluble blue will not do. A yellow or green may be made with dry chromes. A good red is a hard thing to make; dry Indian red or vermilion may be used, but they are not very satisfactory, while aniline and carmine fade too easily. Nearly any of these reds will do nicely for sidewalk or bulletin board signs.

Speaking of sidewalk signs, it is a good thing to have the word "drugs" set in the sidewalk in permanent letters in front of your place of business, if you have a granitoid walk; if the walk is stone, have the word cut in. People notice a sign on the sidewalk.

Decalcomania signs are something new in signs and show up well, especially at night when the store is lighted up. They are easily applied, are easily removed, are permanent, and are almost impossible to distinguish from a painted sign. The writer has had one on a window for six months or more; the window has been washed once a week, and besides has been covered with frost several times, but the sign is as legible and bright as when first put on.

Country signs are good advertising mediums and may be made cheaply. They can be constructed from shipping boxes, knocking these to pieces and



nailing three or four boards together with the dressed sides out. Use plenty of cleats and nails. Box ends will often be found complete in themselves. Two or three coats of paint should be used for the background. Only black and white should be employed on these signs, as almost all bright colors will fade by exposure to sun and weather.

These signs can be made on days when trade is quiet, and if you have no talent in the making of plain, legible letters, or have no clerk who has, a painter will letter them for you at small cost. The signs can be nailed to trees and fence posts within a radius of several miles of your town, and if worded sensibly will result in much good. Judgment must be used in putting these signs up; long nails and plenty of them should be employed, and no sign should be placed where it might frighten horses.

Many stock-food houses and patent-medicine manufacturers are willing and anxious to supply

their customers with signs made of cloth or waxed card-board, and bearing an advertisement of their preparation, together with your firm name. These are worth putting up, and your clerk can use his spare time in tacking them up on fences and barns about town.

Nearly all paint manufacturers furnish their dealers with large wooden signs to put up on the outskirts of the town along the principal roads leading in. These, if put up securely, are showy and effective.

Department stores, dry-goods stores, grocers, and others advertise largely with signs; why not the druggist? The point may be raised that it is unprofessional. This may be true, but there are few drug stores that could exist upon a purely professional basis; and the judicious display of signs will bring your name and business before the people in a way that nothing else will.

## THE EFFECT OF LIGHT ON PHARMACEUTICALS.

By J. LEE BROWN, Ph.G.

The question of the action of light on medicinal preparations, deleterious or otherwise, is of great importance. It does not receive the consideration by the average pharmacist that its importance deserves. A pharmacist who desires to dispense none but preparations of full medicinal activity must carefully consider the storage of the various preparations manufactured or handled by him as regards their exposure to, or exclusion from, light.

Galenical preparations, such as fluid extracts, tinctures, and medicinal wines should not be kept in clear glass containers. When so kept, they always throw down more precipitate than when stored in bottles made of amber glass. Whether the precipitates formed in these preparations are active or not, they prove that light has a decomposing action upon some of the constituents of the drug. Containers made of blue glass are of no use, as it is well known that the blue rays of light are the most active chemically.

Vinum carnis et ferri, N. F., should be stored in amber-colored bottles and protected from the light as much as possible. I have stored two portions of this preparation, one in clear glass and the other in amber bottles, and have found that the portion in clear glass gave a copious precipitate on standing

two or three weeks, while that in amber bottles contained only a trace of precipitate.

Volatile oils should be kept in their original containers and in as dark a place as possible. It is a reprehensible practice to pour fresh volatile oils into shop bottles containing traces of old oxidized oils. In such cases the fresh oil is not only contaminated with the old terebinthinate oil, but its oxidation is greatly hastened.

Elixirs containing ferric phosphate or pyrophosphate should be kept in amber glass, as when exposed to the light they gradually darken in color. The same is true of syrupus hypophosphitum compositus.

On the other hand, some preparations require the brightest light in the store to keep them in prime condition. Such a one is syrupus ferri iodidi. I am at a loss to understand why the directions for keeping this preparation in the light, contained in the U. S. P. of 1880, were not incorporated in the 1890 edition. If this syrup is carefully made according to the U. S. P. process, placed in two-ounce clear glass containers completely filled, and then put in a good light, it will keep almost indefinitely, retaining its pale-green color and remaining in all respects satisfactory.

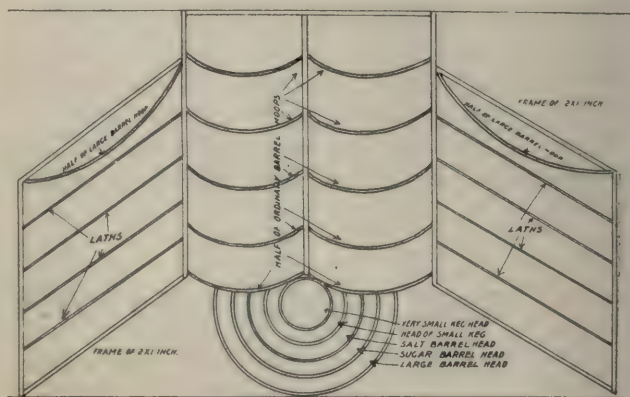


## A NOVEL TOOTH-BRUSH DISPLAY.

The accompanying engraving of a window display is unfortunately poor. It does not render any adequate conception of the novelty of the design. The display was made by J. Werner, of Winnipeg, Man. Mr. Werner says by way of introduction: "The usual method in displaying brushes is to tie them on strings suspended in the window, and to me this always looks like 'a Chinese laundry in distress.' With the arrangement in the display which I send you one can take the tooth-brushes out and then replace them readily without creating any lopsided geometrical catastrophe. The whole window did not cost more than sixty cents to put in, although it involved the use of a little patience. The trim has now been in the window four or five days, and it would astonish you to see the hundreds of tooth-brushes it has sold for us."

It will be seen from the diagram that the skeleton of the design was made chiefly of laths, and barrel-hoops and heads. These were covered with violet tissue-paper, and on the floor of the window white

were used  $1\frac{1}{2}$  inches apart. This gave sufficient room for a brush to slip down snugly. Each circle represented a 25-cent tooth-brush bargain, with the exception of the top circle, which showed children's brushes at 10 cents each. On the semicircles at the back of the window—semicircles made by means of the barrel-hoops—the brushes were kept in place by



the same method. This applied also to the straight frames made of lath on the sides.

On the floor of the window a full assortment was shown of a variety of tooth-powders, paste, soap, and liquids. Each row of brushes had its own particular price, and this was indicated by means of a card. At the top was a large card which contained the following legend:

### *Points about our Tooth-brushes:*

They do not Moults—the Bristles are in Solid.

"Loonen" Brushes look expensive—but they are only 25 cents.

Our 10-cent Brush is Equal to Most 25-cent Lines that Others Sell.

Don't Spare the Brush and Spoil the Teeth.

Selected Bristles in Artistically Punched Handles.

Our 10- and 25-cent Tooth-brush Bargains have Never Been Equaled.

Five cents for a Tooth-brush if you Buy a Bottle of Connell's Tooth Powder.

In order to make the foregoing card more attractive, it contained also a picture of a girl holding in her hand a black disk, on which appeared the legend: "Connell's Tooth-brush Bargains."



paper was used. The central feature of the design was a pyramid constructed of barrel-heads of decreasing sizes, the largest being used at the bottom, and each being elevated above the other. The tooth-brushes were held on the barrel-heads in the following manner: A rubber band one-quarter inch in diameter was stretched around the edge and tacks



## WHYS IN PHARMACY.

The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.

By EDSSEL A. RUDDIMAN, Ph.M., M.D.,

Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

(Continued from page 498 of the December BULLETIN.)

### PRESCRIPTION WHYS.

Why does iodine lose its therapeutic effect when it is given with drugs containing much tannic acid? In the presence of water iodine combines with some tannic acid and with the hydrogen of the water. The oxygen of the water makes an insoluble compound with more tannic acid.

Why should calomel and iodoform not be given together? Iodoform is decomposed, and red mercuric iodide is formed.

Why does a mixture of iodine and ammonia not have the same effect that they do when applied separately? Iodine combines with ammonia, forming chiefly ammonium iodide with a little iodate. Explosive iodide of nitrogen is formed under certain conditions.

Why should iodine not be given with oil of turpentine? If the two are mixed together violent chemical reaction results. Moreover, the iodine probably does not have the same effect therapeutically as before.

Why should Fowler's solution be neutralized previous to mixing with a solution of a ferric salt? It is alkaline, and if present in sufficient amount it will precipitate ferric hydrate, which will in turn precipitate potassium arsenite.

Why should Fowler's solution not be prescribed with a solution of mercuric chloride? It reduces mercuric chloride to calomel, and if present in sufficient amount, to metallic mercury also. Acidifying the Fowler's solution will prevent this.

Why should Fowler's solution not be prescribed with a solution of an alkaloidal salt? Being alkaline, it liberates the alkaloid, which is precipitated. Fowler's solution should be neutralized before using.

Why should quinine sulphate be rubbed down in a mortar before being put into capsules? It is less bulky.

Why does quinine sulphate, potassium acetate, and water make a thick mixture? Reaction takes place and quinine acetate is probably formed, although

some recent experimenters claim that quinine hydrate, acetic acid, and potassium sulphate are formed; and it is the quinine hydrate that makes the mixture so nearly solid.

Why should care be used in combining quinine sulphate and potassium iodide in the same mixture? Quite frequently an acid is present, and if so it dissolves the quinine sulphate. Potassium iodide precipitates a concentrated solution of a quinine salt. The acid liberates hydriodic acid, which is easily oxidized by the air, liberating iodine. Iodine gives a purplish-red precipitate with quinine.

Why, in mixing a carbonate or hydroxide with quinine sulphate, should the solutions be dilute and cold? The free alkaloid will be liberated, and unless precipitated under the above conditions it is likely to come down as a sticky mass.

Why do two substances precipitate when sodium benzoate is added to an acid solution of quinine sulphate? Quinine benzoate is precipitated, and benzoic acid is liberated and precipitated.

Why does the addition of quinine sulphate to tincture of the chloride of iron sometimes give a yellow-brown precipitate? Quinine sulphate takes up the free acid to form a soluble compound and so weakens the acid of the tincture that a basic chloride of iron is precipitated. The addition of more acid prevents this precipitation.

Why should acid not be used to get quinine sulphate into solution when fluid extract of liquorice is used to cover up the bitter taste? The acid breaks up the ammonium glycyrrhizate and destroys the sweet taste, precipitating the bitter glycyrrhizic acid. It is better to leave out the acid and dispense the prescription as a shake mixture.

Why does a mixture of glycerin, borax, and water give an acid solution? Borax and glycerin combine to form sodium metaborate and glyceryl borate. The latter compound is decomposed by water, forming glycerin and boric acid; the solution is thus made acid.



Why does borax precipitate neutral solutions of metallic and alkaloidal salts? Borax is quite strongly alkaline and causes precipitation on this account. Sometimes the addition of a little glycerin is allowable and will prevent precipitation.

Why is spirit of nitrous ether and potassium iodide a dangerous combination? Iodine is liberated and oxides of nitrogen are given off. The presence of an acid increases the reaction, while an alkali diminishes or retards it.

Why does spirit of nitrous ether give a green color with antipyrin? The green isonitroso-antipyrin is formed and is precipitated from concentrated solutions. The compound is not now regarded as poisonous. Alkali carbonates retard the reaction.

Why should prescriptions calling for spirit of nitrous ether and drugs containing considerable tannic acid not be dispensed as soon as they are mixed? Tannic acid decomposes ethyl nitrite or nitrous acid, liberating oxides of nitrogen. The reaction may take place slowly, and if the bottle is stoppered, sufficient pressure may be formed to burst it.

Why does an effervescence occur when spirit of nitrous ether is added to a solution of potassium acetate or other similar soluble salt? The effervescence is probably due to the throwing of the ethyl nitrite out of solution, when it is easily volatilized.

#### ALKALOIDS AND THEIR ESTIMATION.

Why was the term "alkaloid" applied to the basic principles found in plants? Alkaloid means alkali-like—*i.e.*, these principles, like alkalies, combine with acids to form salts.

Why is the definition, "An alkaloid is an organic base found in the plant kingdom, which is a pyridin derivative," not generally acceptable? Because this shuts out at least two principles now classed as alkaloids, *viz.*, caffeine and theobromine.

Why does the prefix "hydro" generally enter into the name of an alkaloidal salt? In forming a salt of an alkaloid, the hydrogen of the acid is not displaced; the whole acid is added on, and the prefix shows this.

Why should alkaloids be protected from the light? Light often decomposes alkaloids, slowly causing a darkening.

Why is less dependence now placed on chemical tests for alkaloids than formerly? We now know that many synthetic bases and ptomaines give reactions similar to, if not identical with, those given by alkaloids.

Why is the complete separation and estimation of

alkaloids so difficult? Alkaloids frequently do not form compounds with any known reagent that are sufficiently insoluble to permit of separation.

Why is the general method of estimating alkaloids by weighing the free alkaloid objectionable? If the alkaloid is first precipitated, the mother liquid will hold more or less of it in solution, and the alkaloid will rarely come down pure. If the alkaloid is removed by dissolving it in some immiscible solvent, it will be mixed with some foreign matter.

Why is the general method of estimating alkaloids by precipitation with Mayer's reagent, and then weighing the precipitate, objectionable? The compound formed between the alkaloid and the reagent may vary under different conditions of precipitation. Drying this compound may change its composition. Mayer's reagent precipitates many other substances.

Why is the method of estimating alkaloids by a standard solution of Mayer's reagent objectionable? It is very difficult to tell when the end reaction is obtained, and the amount required varies with the concentration of the alkaloidal solution, as well as with other conditions.

Why is the method of estimating alkaloids by standard acid and alkali solutions objectionable? Many times it is difficult to detect the end reaction, and various indicators act differently with alkaloids. By precipitating the alkaloid from an acid solution by iodine, filtering, and titrating the filtrate, the end reaction is more distinct.

Why is powdered opium better for making preparations than the gum? It is more uniform and does not change so much on keeping.

Why is it that water will exhaust opium when it will exhaust almost no other alkaloidal drug? The alkaloids of opium exist in the form of meconates and sulphates, which are soluble, while in most other drugs the alkaloids are in combination with tannic acid, when the salts are nearly insoluble.

Why, in assaying gum opium, should a cone-shaped piece, with the apex of the cone at the center of the lump, be taken? The outside of the lump is always dryer than the center, and by taking a cone a proportional amount of the dry and the moist opium is obtained.

Why, in the official method of estimating opium, is an Erlenmeyer flask directed to be used? The reason is not apparent. The writer prefers a Florence or globe-shaped flask, because there is less area of surface when decanting the ether, and consequently the ether can be more closely separated.

Why are alcohol, ether, and ammonia added to



the concentrated extract of opium in assaying it? The alcohol prevents the precipitation of a considerable amount of foreign matter by ammonia. Ether keeps in solution the alkaloids other than morphine, they being soluble in ether while morphine is not. Ammonia liberates the alkaloids from their salts and morphine is precipitated. The aqueous extract is concentrated so that as little morphine will be left in the mother liquor as possible.

Why does the U. S. P. direct to shake this mixture for ten minutes? Agitation aids precipitation, making the morphine come down more promptly and completely. Even then the mixture must stand six hours or more.

Why should the mixture not stand longer than about twenty-four hours? After that time other matter than morphine precipitates.

Why does the U. S. P. direct two rapidly acting filters? Since the morphine is to be removed from the filter before weighing, the reason is not apparent. The writer much prefers a single filter of hardened paper from which the crystals can be readily removed without leaving any on the paper, or getting fibers of paper mixed with the crystals.

Why are the contents of the flask washed twice with ether? So as to remove other alkaloids so far as possible.

Why are the crystals washed with *alcohol satur-*

*ated with morphine?* They are washed with alcohol to remove coloring and other foreign matter. The alcohol is saturated with morphine so that it will not dissolve any of the crystals.

Why is the alcohol saturated with morphine washed out with ether? If the alcohol were not washed out it would evaporate, leaving the morphine originally dissolved in it, making the results too high.

Why are the crystals dried at a temperature not exceeding 60° C.? If the crystals were dried at 100° C. part but not all of the water of crystallization would be driven off, the amount varying. A higher temperature is necessary to drive off all the water, and there is some danger of the decomposition of morphine. Morphine crystallizes and is weighed with one molecule of water.

Why are the crystals transferred to a watch glass for weighing? They cannot be weighed accurately on filter paper, since filter paper absorbs moisture during weighing. Then, too, filter paper loses some weight on being subjected to various solvents.

Why, in estimating morphine in tincture of opium, is the tincture evaporated? To get rid of the alcohol and to concentrate the precipitate.

Why is morphine more bitter when combined with a common acid than when free? It is more soluble.

*(To be continued.)*

## THE DRUG-STORE SINK.

**How a Maine Druggist Fitted One Up—It Costs Little and Contains Many Conveniences.**

By FRED W. CHANDLER.

While little appears to be written on the subject of the drug store sink there is hardly a department of the pharmacy which is of so much importance in the arrangement of the store. A practical and convenient scheme of fitting up the sink and its surroundings is shown in the accompanying sketch.

The space utilized is two feet wide across the end of the "back room," which is very much like the same room in other pharmacies. The sink which occupies the center is constructed of two-inch planks about six inches deep on the inside. Wood is to be preferred to metal because of the saving in breakage. The sink which is now in use in our store has seen hard service for several years and is still in good condition.

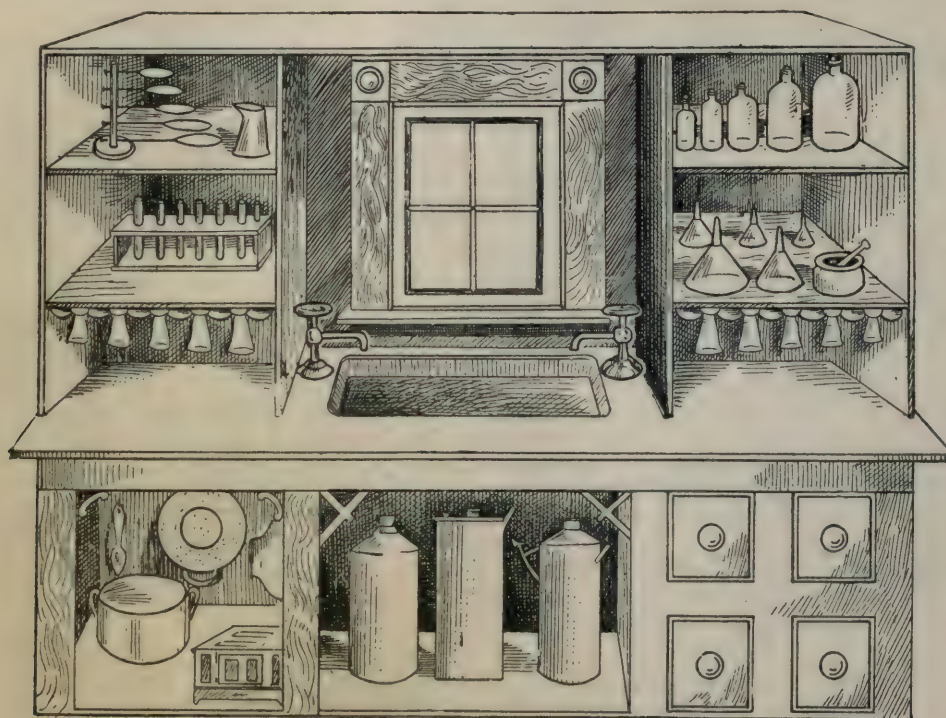
On a level with the sink and on either side of it are shelves two feet wide and about four feet long made of planks smoothly planed and coated with two coats of spar composition varnish. I find a coating of this varnish will stand most of the solutions that are likely to be spilled upon it, while it may be kept in good condition by scraping and recoating once a year. When the shelves are not in use as a receptacle for dirty utensils they make convenient racks for filtering or straining and may be even utilized as a percolator stand. At a height of two feet above the tables are shelves about a foot apart on which are kept clean glass funnels, percolators, mortars, retort stands, test-tube racks, etc. Attached to the bottom of these shelves is an ingenious ar-



arrangement for suspending clean graduates. It consists of an ordinary pine board one foot wide, having grooves or insertions about four inches deep and varying in width from three-fourths of an inch to four inches for the reception of the foot and part of the stem of different sized graduates. This board is nailed to the under surface of the shelf parallel to its edge. The graduates, varying in size from half a drachm to a quart, are inserted in the grooves and

and tin and copper measures, while a small shelf supports an oil stove.

Speaking of the arrangement of the sink reminds one of the drug store boy and prompts the writer to say that the average manager or senior clerk does not take so much interest in the youth as might be the case. It would be a simple matter to keep on hand at the sink small bottles of commercial sulphuric and muriatic acids and a solution of potassa,



Arrangement of a Drug-store Sink.

supported in an inverted position by their bases. The graduates after being washed in hot soap-suds and thoroughly rinsed in cold water, are placed in the rack while wet and allowed to dry in the air.

Below the sink to the right are fitted four drawers for keeping the minor appliances used in prescription work, such as straining cloths, absorbent cotton, filter paper, glass rods, spatulas, porcelain and glass ointment slabs, pill machine, konseal apparatus, etc. In the recesses on the left are hooks on which hang the porcelain and granite iron pans

together with a package of absorbent cotton, and instruct the lad in the intelligent use of these as cleansing agents. How easy it would be to say when placing a soiled graduate or mortar in the sink, "This is a fluid extract, and a little potassa will remove it best," or, "Here is an ointment slab. If you first wipe it off with a tuft of absorbent cotton it can be washed easier." These are little things, but it is surprising how much more cheerfully and hopefully the lad will work when he begins to realize that those above him are willing to help him in this way.—*American Druggist.*



## SELECTIONS.

### INTERESTING ASPECTS OF AMERICAN-CHINESE PHARMACY.

There are few places more interesting in San Francisco Chinatown than the Oriental laboratories and drug stores. Quaint and curious are many of the prescribed remedies, although some of the herbs used are excellent for some maladies. This fact is pretty generally recognized, for the average Chinese doctor who can speak English counts among his patients Americans as well as Orientals. One of the largest drug stores in Chinatown is that of Wong Woo, who has in stock over three thousand different barks, roots, and berries, all imported from his own country.

A few of the herbs grow here, but they have not the strength of the Chinese plants. For instance, ginseng grown in Pennsylvania, from which State large quantities are exported, brings only fifty cents a pound, while Chinese ginseng sells for three and four dollars. A certain bark, which, upon being broken into pieces, discloses a silvery-colored silken fiber, is much used as a tonic; it is the bark of the

tree called toy-chung. Orange skin, betel nut, lico-rice, sweet-tasting red berries, bamboo shavings, and all sorts of roots and herbs are used. A man is constantly at work preparing the different varieties for the concoction which is boiled in the adjoining laboratory.

The Chinese herb medicines have an indescribably sweetish-bitter, entirely unappetizing taste. They are served steaming hot in teacups, a dainty little dish piled high with preserved prunes being given with each dose, to take away the taste.

Dr. Wong is a very busy man; he issues all the orders and writes out the prescriptions. Although he handles none of the medicine himself, he generally stands by to see that each order is properly executed. Wong Woo is entirely a herb doctor, so his place, interesting as it is, has none of the animal and insect medicines found farther down the street.

With a special envoy of Chinese we were taken to another drug store. It must be remembered that the Chinese are very superstitious, and are not inclined to take down and show their sacred medicines just to appease the curiosity of the whites. One can ask questions until doomsday and receive every answer but the correct one unless a native Chinese



A JAPANESE DRUG HOUSE.—On this and the two succeeding pages views are shown of the Japanese Branch House of Parke, Davis & Co., recently established in the capital city of Tokio—a city containing about a million and a half inhabitants. The building shown in the engraving on this page is characteristic of the structures used in Japan for commercial purposes, most of which consist of but two stories. That so little use should be made of air-space seems strange to an American familiar with twenty- and even thirty-story buildings; and stranger still does it appear when we are told that this Japanese building is situated in the very heart of the commercial district of Tokio—located, as it were, in the Wall Street of the great Japanese center. Immediately opposite is the Stock Exchange and the chief commercial bank. The building at the left of the engraving is utilized as a warehouse. It is fireproof in construction and has an interior connection with the office.



with some authority accompanies you. Even as it was, with Dr. Tong and "Li Hing Chang," the interpreter with us, many of the Chinese druggists indignantly refused us admittance.

One place, however, with carvings beautiful enough for a temple, and having about a dozen clerks, all curious to a degree, was willing to accede to the doctor's request, and we were shown some of the time-honored remedies. First, the "copkai," or Chinese sacred lizards, were taken from their rice paper, and it was explained that they, being administered in small doses, would drive out poisons. The lizards are stretched on pieces of bamboo and are dried in the sun. The male and female animals are sold together, for if one is taken without the other the cure is only half effected.

A long white fish with a pointed nose, and a body slender and round, is also an antidote for certain poisons. This is the "hoy long," or sacred ocean dragon. The "hoyma," or sea horse, is also used as a drug. A "semtime," or beetle, about one inch in length, is used as a powder to give to children when they are suffering from fright. "Ki shea," a spotted snake very similar to the gopher snake of

this country, is stretched upon bamboo and dried in the sun. The powder of this, together with herbs, is prescribed for rheumatism. Then there is the "pak chuck" or centipede, bears' claws, rhinoceros horn, wolf gall, and, lastly, a certain species of wild hawk.

The Chinese medicines vary as widely as do homeopathic and allopathic treatments. Some Oriental doctors use the above named articles and others do not, but, curious as it may seem, each system has its following of white patients.—HARRIET QUIMBY in *The Spatula*.

#### THEIR ADVERTISING METHODS.

[NOTE BY THE EDITORS.—In the BULLETIN for December, 1902, we presented a picture of the handsome pharmacy in Knoxville, Tenn., of W. D. Kuhlman & Co., and briefly described the advertising policy of this aggressive store. In the following article, contributed by J. R. Williams to *Printer's Ink*, the firm's advertising methods are explained interestingly.]

"Our success is due to advertising—vigorous, continuous, judicious newspaper advertising" [said D. M. Chambliss, the manager of the business]. "At



A JAPANESE DRUG HOUSE.—This shows one of the offices in the Japanese Branch House of Parke, Davis & Co. represented in the engraving on the preceding page. At the right are the desks of the manager and his chief assistant, while specimen packages of pharmaceuticals and the like are shown in the wall cases at the left and in the rear. The manager of the Japanese Branch is Mr. Shiohara; and in making himself the agent of an American house he is flying in the face of a custom strongly rooted throughout all Japan—the preference generally given, so far as medicines are concerned, to goods of German manufacture. Fully believing in success, however, Mr. Shiohara has even established a subbranch at Osaka, which is next in size and importance to Tokio, and which commands the commercial resources of the western provinces. It may be said here that the Japanese Branch of Parke, Davis & Co. was established largely through the instrumentality of Dr. Jokichi Takamine—a scientist well known in pharmacy and medicine as the discoverer of taka-diastase and adrenalin.



present we are in the *Sentinel* Monday and Wednesday with fifteen inch spaces without change of copy; on Friday we use a thirty inch space. In the *Journal and Tribune* we run fifteen inch spaces Tuesday and Thursday without change of copy, and on Sunday with thirty inch space using copy which appeared in Friday's *Sentinel*. This puts us in the papers practically every day in the week. In early spring and fall and on special occasions we increase our space. Both papers must be used to cover this field and both papers have given us most excellent results. They seem to be about equally effective, the *Sentinel* probably bringing more city business and the *Journal and Tribune* more business from the rural free delivery routes.

"About every ninety days we issue a combined circular and price list, enclosing one in every package that leaves the store. This is undoubtedly read at home when a package is opened. We never distribute from door to door any matter of our own as the waste is too great. However, we do have distributed almanacs, etc., furnished by manufacturers for that purpose. We have both phones, and as

the two companies issue their lists quarterly we mail to all residence phone subscribers circulars reminding them that they are in direct connection with us and that our free delivery wagon is at their service. Our dainty, covered wagon, painted in white, trimmed in gold, with no lettering except our name, and drawn by two spirited ponies, is a great ad. in itself. It runs on every street in the city and hardly a day passes that purchases as small as five cents are not delivered.

"We are in the theater program and results justify the outlay. We have twelve painted bulletin boards, two in each section of the city in the most conspicuous stands. They do effective general work and we hear from them often. We have never tried street cars. We occasionally take ads in picnic programs, but expect no results and get none. In our newspaper announcements we endeavor to impress the people with the superiority of our stock and service, always making special price offerings in new and seasonable goods. Absolute satisfaction or your money back is our guarantee.

"Our prescription department is given prominence,



A JAPANESE DRUG HOUSE.—Here is Mr. Shiohara himself, surrounded by his four assistants. The first feeling that the average American will experience in glancing at this picture will doubtless be one of surprise that Mr. Shiohara is the only member of the group wearing the Japanese dress. It is an interesting fact, however, that during business hours the European style of dress now prevails almost entirely in the large cities of Japan. On social occasions and in the evening the Japanese don their native costumes. The foregoing view was taken in the yard back of the building shown in the first engraving, and the peculiar style of fence shown in the rear will be noted with interest. It is evidently constructed of bamboo. The object seen immediately behind the group is a stone lamp, largely intended for ornamental purposes, and utilized in the evening for holding a candle or some other device for giving light.



and with the greatest care in keeping it up to a high standard we have built up one of the largest prescription businesses in the city. Of our fourteen employees seven are registered pharmacists; one is a lady whose presence has proved very valuable. In buying for cash, as well as in selling the same way, and in larger quantities, we secure considerable free advertising by having our names attached to manufacturers' announcements in daily papers. We are quick to meet the demands for new meritorious articles, and we endeavor to secure as many guaranteed specialties as possible. We do not believe in or practice substitution. Our store is always open day and night. Our soda fountain is the largest in the South—thirty-one feet long; and while all drinks are sold for five cents we make a nice profit on the total receipts.

"At the beginning of each year we map out our advertising plan, basing our appropriation somewhat on the preceding year's profits. Last year was the most successful we have ever had, and we spent \$1800, or 3 per cent of our sales, for all forms of advertising. In addition to looking after the endless detail work of the store, I write all our ads, and while they may be open to criticism they bring business. Close attention to our customers' wants, coupled with careful and judicious advertising, is the secret of our success."

#### THE NEED FOR A MORGAN AMONG THE COLLEGES.

The young man of the present day who does not get a pharmaceutical education probably does not want one, for eighty schools of pharmacy in the United States and Canada provide opportunities in great abundance. However, lest we become too much inflated with pride over our educational system, we may well reflect that mere figures may be more inspiring than that for which they stand. Colleges of pharmacy in this country—I use the term college and school synonymously—have increased in number about 35 per cent during the past three years, and there is little reason to hope that the worst is over. At one time in our history such an increase would have been hailed as an evidence of pharmaceutical progress. But it is possible to have too much of even so good a thing as colleges of pharmacy, and it is altogether likely that we were already suffering from such an embarrassment of riches. This is wholly without disparagement of

the newcomers; yet helps us to understand the feelings of the impecunious man who said he valued his twelve children at a million dollars apiece, but wouldn't give fifty cents for another.

To state bluntly a generally conceded fact, what we need is fewer pharmacy schools and better ones—and fewer schools would mean better ones because of concentration of students, income, and teaching ability. Combination has so long been the popular order that one may almost wonder how our pharmaceutical teaching institutions have remained unaffected by it. Even the medical colleges have begun to learn the lesson of commerce, and it would not be difficult to cite instances where one excellently equipped and largely attended school has succeeded several smaller warring ones. If there be a Morgan among us willing to do the cause of pharmaceutical education a service of no mean proportions let him come forth and eliminate unnecessary pharmacy schools and their wasteful competition by merging them with the dozen schools that are really needed and could be reasonably well supported. No feverishly fertile imagination is required to realize that concentrating in a dozen such schools the students now scattered thinly among eighty would yield better results than are at present obtained.

Dr. Frank Billings pointed out in his recent presidential address to the A. M. A. that of the 5000 new graduates in medicine each year, 3000 are not needed; that is to say, 2000 new disciples of Aesculapius each year would be sufficient to supply the small demand of an increasing population and fill vacancies caused by retirements, death, etc. Pharmacy, however, suffers not so much from the number of its students as from their deficiency in preliminary education, and this is more or less directly traceable to the surplus of colleges with which we are afflicted. The attempt is being made, and I believe in all good faith, to adopt a uniform entrance requirement so that the young man who presents himself for admission to a pharmacy school must show a high-school diploma or its equivalent before he can become a student. With a small number of well attended schools there would be no great obstacle in the way, but where the number is large and the competition for students is brisk—for the hideous specter of a deficit is ever before the majority of colleges—it is not hard to understand the difficulties that have thus far beset those wishing to bring about such an agreement.—Portion of the chairman's address of J. W. T. Knox, delivered before the Section on Education and Legislation of the A. Ph. A., at the Mackinac Island meeting.



## LETTERS.

### A PROFITABLE SIDE LINE: THE DRUGGIST AS A REFRACTING OPTICIAN.

To the Editors:

For a druggist who is situated in the country, with plenty of leisure time on his hands, I do not know of a better or more profitable thing for him to do than to take up the business of a refracting optician. Several States already recognize the members of this calling, and more will probably do so every year until recognition has been granted in all the States. In those States where laws now exist State boards of optometry are to be found, and they are much the same in character as the State boards of pharmacy.

The business opens up a wide field for any intelligent druggist who is willing to give some time to the study of the subject. In my opinion the best way to go at the thing is first to purchase several text-books and make a careful study of them, following with a course at any of the recognized optical colleges by correspondence or personal attendance. One will be more than repaid for the money expended. Personally, I was unable to leave my store, and was compelled to take the correspondence course. Consequently I did not expect the public to have any great confidence in me at first. However, I advertised pretty thoroughly and took a great deal of pains to do good work, thus hoping to give satisfaction and develop confidence gradually. I have succeeded beyond my expectations. No complaints have been made of my work, and my business is steadily increasing. The town where I am located is the county seat; it has about 900 inhabitants, but in addition to this a good many people from the surrounding country come to the village to do their shopping.

After you once get the theory of optometry, the only really necessary thing is a trial case. This should cost from \$50 to \$75—that is, you should pay that much, since it is best to get a good one. One need not keep any stock of lenses or frames at all, provided he can get what he wants from a manufacturing optician in two or three days. If, however, he keeps a stock, it should only be of the cheap frames, for it is better to measure one's patients for every pair of eyeglasses or spectacles prescribed and have them made. No two pairs of eyes are ever exactly alike.

Finally, I attach hereto a circular letter which I had printed to send through the mail:

MY DEAR SIR—I desire to call your attention to the fact that I have taken up the business of a Refracting Optician—one who examines eyes, and supplies lenses for the correction of optical defects. For reference I would direct you to "The Philadelphia Optical College," 1022 Walnut St., Philadelphia, Pa. I have my office in my Drug Store, and am in attendance daily from 8 A.M. to 8 P.M.

My Optical business is constantly increasing; and I solicit your patronage to make it still larger.

It is my desire to merit your confidence both as a Druggist and as a Refracting Optician, and it is my constant aim to do so. Hoping that you are agreeably disposed toward me, and that at any time when you are in need of my services you will call on me, I remain

Yours respectfully,

WILLETS CORSON.

Cape May Court House, N. J.

[NOTE BY THE EDITORS.—This very interesting and suggestive letter from Mr. Corson, taken in connection with the article which appeared on page 503 of last month's BULLETIN from an English pharmacist, Mr. Ernest C. Cripps, of Berkhamsted, England, points pretty strongly to the fact that here is an incidental line of business which druggists generally may take up with success and profit. A word to the wise should be sufficient!]

### A TEXAS SPECIMEN.

To the Editors:

I enclose an illiterate order which is a sample of the kind we Texas druggists sometimes "run up

against." Thinking it a pretty good one, I send it to you for the delectation of BULLETIN readers if you think it worthy of reproduction.

SMITH C. PEDIGO, Phar.D.

Saint Jo, Texas.

To the Editors:

Enclosed find money order for another year's subscription for the best journal published of its kind.

AUGUST P. RUH.

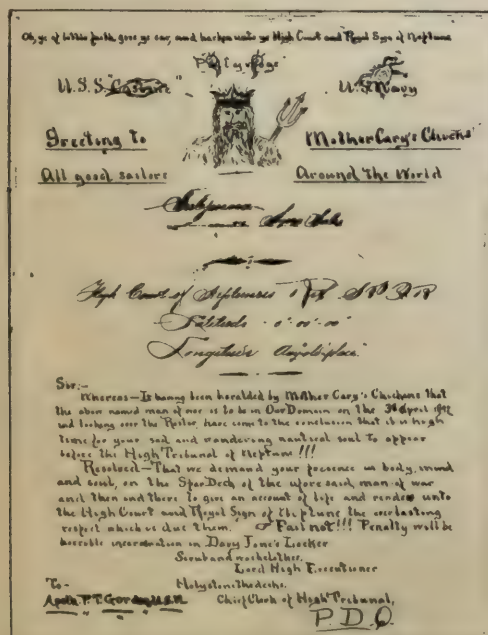
Wautoma, Wis.



## "CROSSING THE LINE."

To the Editors:

It has occurred to me that the readers of the BULLETIN might possibly be interested in a brief account of how "landlubbers" are sometimes treated when they "cross the line" for the first time in the navy. As navy pharmacist, I have experiences of this sort. "Crossing the line," as crossing the equator is termed in sea lingo, is still celebrated to some extent in American and British men-of-war, although the custom has practically died out in merchant vessels, in these latter days of steam and frequent sailings. But the custom of exacting tribute



"The Summons."

in some form from "landlubbers" by Father Neptune still makes his first "crossing" a thing to be remembered by a man-of-war's man, and sometimes the ceremonies are very elaborately carried out. The usual form taken is that of a "court" presided over by Neptune himself and all his attendants, before which the wretches guilty of the crime of being "landlubbers" are tried and sentenced to be shaved and ducked. The ducking is often thoroughly attended to by a gang of "sea nymphs" (with whisks), after which the novitiate is duly christened a true "Son of Neptune" and declared to be entitled to the "freedom of the seas," including the right to kick as hard and as often as the true sailor can desire.

At an elaborate ceremony in which the writer once officiated as the "court physician," Neptune

and his court visited one of Uncle Sam's warships off the coast of Brazil with unusually complete functions. There were just enough "old-timers" on board to enable them to muster up a full court, and a husky gang of "sea bears" and "Davy Jones' Peelers," the rest of the crew being mostly recruits. After being received in state by the Captain, Neptune "got busy" and tried and sentenced some hundred and fifty landlubbers to be physicked, shaved, scrubbed, and ducked—all of which was done with a cheerful spirit by the members of the court in spite

## CERTIFICATE OF NATURALIZATION. THE SONS OF NEPTUNE.

HIGH COURT OF NEPTUNUS REX!

Greeting!

To All the Waves of the Sea: To All the Winds of the Air: To All Our Good Sharks, Sea-Gulls, Whales, Crabs, and Pollywogs!

The Bearer of this, Our Certificate of Naturalization, is a true and loyal Subject of Our Realm and has paid his Tribute to Our Majesty. Be it therefore known, that We command and enjoin all Our Subjects of the Air and Sea to give all aid, comfort and succor to this vassal, whose Name is now inscribed in Our Book of Records!

Wreck him not, O ye Seas! Hinder him not, O ye Winds! Bite him not, O ye Sharks! Eat him not, O ye Crabs! Torment him not, O ye Sea-Gulls! And, O Davy Jones, hold open your locker to receive him on that day when he shall come forever to Our Domains!

Guard and guide him, O ye Great Sea Serpent; and give him passage fair and free, all ye Our loyal Subjects!

NEPTUNUS, REX MARIS.

Given under the Royal Seal,  
HOLYSTONE THE DECKS,  
Secretary.

The "Naturalization Papers."

of obstacles in the shape of recalcitrant jackies. Previous to coming aboard this ship, summons to appear before Neptune had been mysteriously sent to all the green ones by "Mother Carey's Chickens," and after their reception into the realm of Neptune they were given naturalization papers to protect them from all maritime ills. The "summons" and the "naturalization papers," shown in the accompanying productions, are unusually good specimens of the documents commonly furnished by old Neptune.

FREDERICK T. GORDON,  
"Pharmacist" in the U. S. Navy.

Washington, D. C.

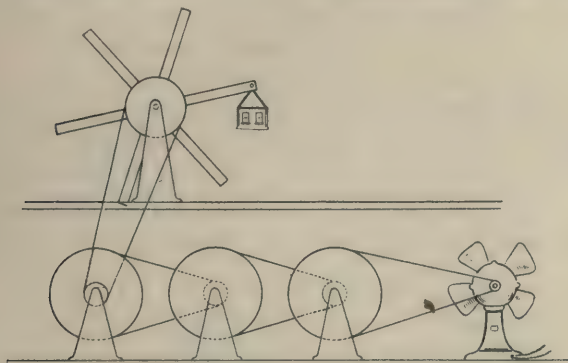


## A FERRIS WHEEL WINDOW.

To the Editors:

I want to describe for the benefit of the readers of the BULLETIN a window which I devised a short time ago, and which, so far as I know, is entirely original with me. At least, I never saw another like it. I am sorry that a photograph which I had made of the window is a failure and cannot be used in connection with this description.

In the center of the window I had a large Ferris wheel which came practically to the top of the window, being about six feet high. It was provided with six cars. The article displayed was my own "White Pine and Tar Expectorant." On each car I had a bottle of the product, together with a doll. The wheel itself was trimmed with baby ribbon and crêpe paper. Large signs were hung at the top and sides of the window; these were made by cutting the letters out of black paper, and then pasting the paper, not the letters, on white tissue-paper for the back,



thus making transparent white letters on a black ground. In the bottom of the window I had a display of bottles of the product, together with the several drugs used in its manufacture.

Now, of course, I kept the Ferris wheel revolving. Otherwise it would be a very tame affair. The motive power used for the purpose was simply my electric fan geared down with a series of wheels so that the Ferris wheel made about two revolutions a minute. The whole apparatus is shown in the accompanying diagram. In conclusion, it is quite needless for me to say that the display sold a great deal of the cough syrup. W. C. STEDTFELD.

Indianapolis, Ind.

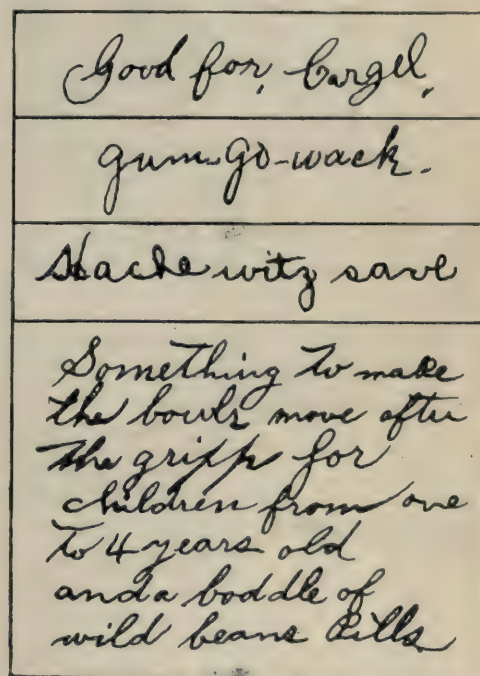
[NOTE BY THE EDITORS.—It does not detract from the originality of Mr. Stedtfeld's display that Mr. T. W. Perkins described the construction of a Ferris wheel for the window in last month's BULLETIN. Mr. Stedtfeld's letter was received while the December BULLETIN was still on the press, and before it had reached its readers. It is quite a coinci-

dence that two men should send us modifications of the same idea almost concurrently. In this connection we might say that readers who are interested in Mr. Stedtfeld's display might refer to Mr. Perkins's article of last month for additional suggestions.]

## A BUNCH OF CUSTOMERS' ORDERS.

To the Editors:

I have observed that the BULLETIN likes to reproduce the peculiar orders which customers send to the druggist to be filled. Some of these are very amusing, and I much enjoy looking at them in the BULLETIN. We all have our troubles of this sort, and I send you a bunch of orders which I have collected from time to time. The first calls for Godfrey's cor-



dial; the second for gum guaiac; the third is an amusing turnabout for witch-hazel salve; and the fourth explains itself.

BURROUGHS & WHITESIDE.

Edwardsville, Ill.

## AN UNBIASED OPINION.

To the Editors:

The unbiased opinion of those who peruse your journal is that it is absolutely the best, and so it is! The BULLETIN is as near perfection as you can get it. Why don't you bring it out weekly?

T. MORGAN.

Portsmouth, England.



## AN ILLEGIBLE PRESCRIPTION.

To the Editors:

I observe that the BULLETIN is fond of printing illegible prescriptions for the athletic exercise of its

readers. Here is one which I received not long ago:

This is about the worst I ever saw, but I managed to make out the following:

Extract of belladonna.....1/12 grain.  
Strychnine sulphate .....1/50 grain.  
Aloin .....1/4 grain.

M. et ft. pil. No. 1. D. t. d. No. 12.

Sig.: i t. i. d. F. W. SCHLAGENGAUF.

Brooklyn.

## FORGOT HE WAS SLEEPY!

To the Editors:

I received a sample copy of the BULLETIN OF PHARMACY last night on the late mail, and although I was exceedingly tired, I became so interested in reading the journal that I completely forgot my intention to go to bed—forgot indeed all about "that tired feeling" that had previously weighed so heavily upon me. I subscribe for a number of drug and commercial journals, but judging from the copy of the BULLETIN before me I would say that it is the most up-to-date and instructive of them all. Enclosed find my subscription.

T. R. MORROW,  
Wholesale and Retail Druggist.

Rossland, B. C.

## BUSINESS HINTS.

## Advertising a Toilet Preparation.—

This is the way it is done by Ira B. Clark, of Fifth and Woodland Streets, Nashville. He has a toilet preparation which he calls "Clark's Boro-Chaps." He puts samples of it in two-drachm homoeopathic vials, and hands these to customers in the store. Mr. Clark assures us that the plan is an excellent one and yields good results. A circular is wrapped around each sample bottle. It is 6 by 8½ inches in size and contains the following matter:

## CLARK'S BORO-CHAPS.

*A Dainty Toilet Necessity.*

Boro-Chaps is a cool, creamy application which beautifies the skin, allays the smarting and irritation and checks the bleeding of

*Chapped Hands.*

When your skin roughs up, peels, scales, gets dry and harsh, this cream will soften it, make it clear and smooth, and keep it moist and fresh, so that the dryness and roughness will not recur. This cream is a perfect specific against

*Rough Skin.*

Sudden changes of temperature from hot to cold frequently cause the lips to become dry and sore. A few applications of this cream at any time of day will promptly relieve this soreness and heal the chaps and roughness. Boro-Chaps is entirely harmless, and may even be swallowed without any bad effect, and is peculiarly adapted to the cure of

*Sore and Chapped Lips.*

Clark's Boro-Chaps is a fine protection for the skin. Rub it on before starting out in the wind and a light application of the cream on returning will entirely relieve the face from that burning and stinging caused by sharp cold winds.

## Professional Advertising.—

R. E. Rhode, of 504 North Clark Street, Chicago, gets out a little booklet which reminds us of the A. Ph. A. Epitome of the National Formulary. It is evidently intended for distribution among physicians, and is advertising of the scientific sort. Twenty-five pages are devoted to the presentation of such of the "new remedies" as seem to Mr. Rhode to be in use among physicians. This is a sort of reference guide concerning these products. The dose, the physical characteristics, and the therapeutic uses of each are given concisely. Then follow four or five pages given up to an enumeration of the elixirs prepared and dispensed by Mr. Rhode. In each case, as in the Epitome of the N. F., the approximate amounts of the various ingredients in each teaspoonful are indicated. Tinctures of rare drugs; syrups—



Rhode; "cascara sagrada aromatic"—Rhode; pepsin and its preparations; peptonizing powder; superfatted medicinal soaps; modern dermatologic preparations; gauzes, bandages and dressings; antitoxin; "wine of coca"—Rhode; Kefir-Kumyss—Rhode; all these are respectively given consideration. In a word, we have here a forty page book calculated to present the physician with the necessary facts concerning some of the leading specialties and medications carried in stock by Mr. Rhode. Information is given which it is expected the physician will find so useful that he will keep the book. It only remains to be said that the book is 4 by 6¼ inches in size, and is neatly printed and gotten up. The cover is gray, and the envelope in which the book is mailed is of the same tint. It can scarcely be doubted that this form of advertising yields rich returns with that class of druggists who practice professional pharmacy, and who have a corresponding reputation among physicians.

#### Pushing Spices.—

A four-page folder on spices has been received from J. C. Regan, of Melvin, Mich. Only two of the four pages contain printing—the two outside pages. The inside pages are blank. The size of the folder is 4½ by 8 inches. Mr. Regan says that he recently mailed one of these folders, together with a sample of cinnamon, to each one of his lady customers. On the first page was the following text:

#### THE SEASONING.

The ordinary woody adulterated spices are not worth using. They spoil good cooking, but our selected spices selected by us from the finest quality barks and prime fresh berries, etc., change food from flatness into the perfection of relish and palatability. Use our spices and you will at once be complimented on your good cooking.

#### VANILLA EXTRACT.

##### Double Strength.

According to the report of the United States Government experts on pure foods, WE make a PERFECT Vanilla Extract. Our customers who have given it a trial also say it is Perfect. We know that the materials from which we make it are Perfect. Order some and if you do not say it is the best you have ever used, WE will refund your money. Come now and make us prove this.

Yours truly,

J. C. REGAN,  
Melvin, Mich.

The other printed page of the folder was devoted to a price list of the various spices and flavoring agents kept in stock.

#### Breezy, the Sign Writer.—

"How many boxes of those seedless raisins went off to-day?" asked Thompson that evening, looking sourly at the sign. "I'm afraid they won't go very well."

"Twenty-five," answered Breezy.

"What!" said Thompson, staring over his spectacles.

"Twenty-five," repeated Breezy.

"H'm, h'm," said the superintendent, walking rapidly off.

The other twenty-five went the next day. "Could have sold more," said Breezy.

"H'm," said Thompson, slowly; and after a minute: "Those signs are neatly lettered."

Breezy was vigorously cleaning up.

"You may take off the dull hours," continued Thompson cautiously, "and make the signs for the whole store. We'll get an assistant at your counter."

"D'ye hear?" said Thompson.

"Yes, sir," said Breezy.

For the next six weeks the customers at Leslie's enjoyed daily treats from the signs. There were no less than fifty to be made on busy days. The language was simple; it told the truth about the goods, it never disappointed, and quite often there was a bit of humor in it. The obese superintendent frowned at Breezy's efforts and looked as if he half regretted his venture.

"The old guy," mused Breezy one day, as he saw Thompson deliberately tear one of them up. It was an egg sign, and read: "If you wait until to-morrow to buy these eggs at fifteen cents the dozen, they may not be as good as they are to-day!" Promptly Breezy had another one up which read: "It's throwing these eggs at you to sell them for fifteen cents the dozen. They're not bad, though."—*Jabs.*

#### An Advertising Dodge.—

W. B. Markell, a Chelsea druggist, has hit upon a novel scheme to bring patronage to his store and become widely known, says the *Pharmaceutical Era*. A fine upright piano with a handsome case is to be given away under these conditions: Every one making a purchase of ten cents or more in amount is entitled to vote on the result of the coming election for governor of Massachusetts. The customer guessing the exact vote or coming the nearest to it will walk off with the piano. On the week preceding election, the ballot boxes which have been set up for holding the coupons of guesses will be sealed, and



after the formal announcement of returns has been made at the State House, three leading citizens of Chelsea will sort out the guesses. The druggist helps people in making a guess by having on each card the vote of the State for the last three elections.

#### Out-of-date Advertising.—

*Ad Sense* points a moral with the following incident:

A druggist doing a comparatively thrifty business in a large town, advertised a certain balm for chapped hands through the months of February, March, and April. This advertisement was allowed to stand three months, and after it had outlived its usefulness it was given the benefit of three months more, carrying it on to the first of August. That druggist was too busy to note the fact that his advertisement was out of season for at least three months and absolutely unproductive. He failed to note that he was paying for just exactly three months' space in his town paper that was as useless as it could have possibly been had it not contained a single type. When spoken to with reference to this, he said, simply, "I had clear forgotten the thing. I buy space by the year, using the same space year in and year out, and in the press of business the matter of writing copy escaped my notice."

#### The Prescription Department.—

In a neat little booklet gotten out recently by H. M. Curry, with W. E. Sheriff, of Ellsworth, Kansas, the following was said about prescriptions:

Last, but our greatest pride, is our Prescription Department. We have good reason to be proud of it. Our files show the appreciation in which it is held, and the constant growth of our business in this line is our best endorsement. You cannot get the results your physician expects unless your prescriptions are conscientiously prepared. If you doubt our ability and reliability, ask your doctor. We are willing to abide by his verdict. We know if we please HIM, we are pleasing you.

A neat feature of the booklet was the title. This was printed at the top of the first inside page, and it was made visible through a round hole cut in the cover. The cover was red, the inside text pages were white, and the contrast made a very pleasing effect. The title was simply, "Look Into This."

#### A Home-made Booklet.—

S. Drain, of Baltimore, Md., sends us a twelve page booklet printed on his own press and by his own clerks. He asks us to criticise it. Some of the text matter is very good indeed, but we feel obliged to say that the typography is poor. Printing is an art in itself, and it is our opinion that the druggist had best leave it to men who make a business of it.

Mr. Drain says that the following paragraph in the booklet was copied from the BULLETIN, the subject being prescriptions:

A thoroughly competent and experienced farmer concentrating his entire energies on a piece of rich, fertile soil, will find his efforts absolutely without result if his seed is not right. A striking parallel is found in medicine. Though you engage the service of a skilled and experienced physician, his prescription may as well be thrown in the fire as prepared with poor quality or impure drugs. Yes, better that they be burned than what was intended to give health should injure it. The good of a doctor's prescription depends entirely upon how it is dispensed and the quality of the drugs used.

#### A Trick.—

J. P. Rothermel, of Lewistown, Pa., succeeded in "selling" a number of Lewistown people a month or two ago. By means of a very clever piece of painting, his front window was made to appear as if a large stick of wood had been thrust through it!

B

For business ill this tonic will  
Produce results surprising:

I active brain,  
Of push a grain,  
Q. S. of advertising.

—J. B. K., in *Profitable Advertising*.



[Drawn for the BULLETIN by Fred Reynolds, of Ilkley, York, England.]

Small girl to pharmacist: "A powder to remove a baby's bowels, please."



## PRACTICAL PHARMACY.

### Inferior Drugs and Insidious Methods of Deception.—

Lyman F. Kebler, Chief of Drug Laboratory of the United States Department of Agriculture, read a paper bearing this title at the Mackinac Island meeting of the American Pharmaceutical Association. The adulteration of medicinal remedies was, he said, largely due to greed, yet some dealers seem to advance plausible reasons for certain of their actions. Adulterations were considered under several heads, as: (1) Conventional, to suit the tastes and demands of the public; (2) accidental or incidental, due to carelessness, negligence, or ignorance on the part of manufacturers or their agents; (3) arbitrary, to take advantage of or comply with certain standards; (4) intentional, fraudulent pure and simple.

Conventional adulterations included artificial coloring, the coating of ginger, the weighing of cochineal with various products, etc. A method of determining the tinctorial value of cochineal was given.

Accidental adulterations were widespread. Crude drugs usually contain mixtures of foreign matter, such as dirt, stems, twigs, pods, foreign leaves, deteriorated and exhausted material to the extent of 25 per cent. Examples were cited of coca leaves, cubeb berries, belladonna leaves, potassium iodide and potassium bisulphate.

In order to deal effectively with adulterations it was necessary to adopt some standard. In certain cases it is a minimum one, and some manufacturers dilute a superior product so as to comply with such an adopted standard. These belonged to the class of arbitrary adulterations.

As to intentional adulterations, the underlying motive for dealings of this character was monetary gain. Examples of this class were cited as mixtures of potassium cyanide and sodium cyanide delivered as potassium cyanide, prime quality drugs mixed with inferior goods, and beeswax adulterated with starch. It is the practice in large warehouses to collect the siftings of various drugs and place them on the market at a price much below that asked for goods of prime quality. These goods are frequently used for galenical preparations. Shameful as is the practice of what is commonly known as "substitution," it is not nearly as iniquitous, declared Mr. Kebler, as the practice frequently resorted to by some dealers of delivering a sample of prime quality, and then supplying goods of an inferior grade.

### Dover's Powder.—

This preparation, says M. I. Wilbert in an A. Ph. A. paper, gets its name from Thomas Dover, an English physician, who was born in Warwickshire in 1650, and died in London in 1741. Dover presents quite an interesting and varied life history. He was educated at Cambridge, where he obtained his degree in 1687. He practiced medicine in Bristol for some years. In 1708 with some friends he fitted out an expedition to the South Sea, and went himself as ship's surgeon. It is said that he had charge of the boat that landed on Juan Fernandez Island, February 2, 1709, and discovered Alexander Selkirk, the supposed original of Defoe's Robinson Crusoe. Selkirk had been marooned on the island by his own crew, and had remained there absolutely alone for four years and four months. He returned to England with Dr. Dover in 1711. After returning from this expedition, Dover resumed the practice of medicine in Bristol. He removed to London in 1721, where he published his "Ancients Physicians' Legacy," which, among other interesting material, contains a formula for his diaphoretic powder. This formula is published in the chapter on gout, for which it was recommended as a sure cure. The original directions for this powder are as follows: Take of opium, one ounce; saltpetre and vitriolated tartar, of each four ounces; licorice root, one ounce; and ipecacuanha, one ounce. Place the saltpetre and vitriolated tartar in a red-hot mortar, and stir until they have been burned; then pulverize very fine; cut the opium, mix the other ingredients with this, and rub to a very fine powder. Dose, 40 to 60 or 70 grains in a glass of white wine whey at going to bed; while perspiring freely drink a quart or three pints of the white wine whey; in two or three hours at most the patient will be free of pain, even if he could not put his foot to the ground before treatment.

### Filling Small Bottles with Preparations like Witch-hazel Jelly.—

B. M. Overton describes (*Pharmaceutical Era*) a plan for filling little two-ounce pomade bottles with witch-hazel jelly, or preparations of a similar consistency and composition. Take a gallon funnel and fit over the neck a piece of rubber hose about three inches long. Then get two corks which will fit into the hose, and bore a hole about one-half inch in diameter in each cork, fitting into one piece of cork a tin cylinder (the spout from a glycerin can works



nicely). Now slip the cork, without the spout attached, into the hose, and then put in the cork with the spout. Where the two pieces of cork meet leave a space sufficient to admit a spatula through an incision. This acts as a valve to start or stop the flow of the contents of funnel. Now cut a circular hole in a board large enough to hold the funnel securely, and adjust the height by means of two boxes at either end of the board, and you are ready to begin filling, which can be done rapidly without waste of material or soiling of the container.

A somewhat similar arrangement, says Mr. Overton, is very useful for filling bottles with such liquids as are put up in little containers, the necks of which are very small. Take a gallon funnel, or any size of funnel desired, and fit into the neck a cork into which has first been fitted a piece of glass tubing about one-fourth inch in diameter, and slip a piece of rubber tubing about two feet long over the glass. Now use the same board as above to hold the funnel, and grasping the rubber tube between the thumb and forefinger, begin filling the vials, stopping or starting the flow of liquid by means of pressure on the tube. A clamp like those used on fountain syringes acts nicely to stop the flow of the liquid permanently.

#### Palatable Castor Oil.—

It is to be deplored that a remedy of such universal application as castor oil should have such a nauseous taste and inspire such loathing disgust in those for whom it is intended. There have been methods and methods to disguise its taste and make it seemingly less repulsive, many of which have been mentioned in recent numbers of the BULLETIN. Most people will be surprised at any one saying castor oil has no taste, unpleasant or otherwise, but such is the fact. The disagreeableness is entirely in the odor that reaches the olfactory from the mouth and pharynx through the posterior nares. If anyone will follow directions implicitly, he can take a dose of castor oil without tasting (smelling) it.

Get a firm pinch on your proboscis before you pour out your dose, pour out the dose and swallow it complacently, not with a gulp or gag. After it is swallowed rinse the mouth and throat out several times with water and then swallow some water, thoroughly removing the oil from the mouth and the pharynx. Wipe off the lips and moustache, and after this toilet, and not till then, let go the grip on your nose.

It all depends on keeping air from entering the

nose until the throat, mouth and lips are cleansed of the oil. Respiration during all this time can go on through the mouth, and if necessary the nose can be held tightly for five minutes.

"I have repeatedly administered oil to children in this way," says F. S. Hough, M.D., "and have seen adults take it without even getting the slightest taste, the oil being entirely bland and without taste. Patients instructed generally fail in following out the details until they have been taught to hold the nose tightly before, during, and after the administration."

#### Incompatibilities of Heroin.—

Heroin is sparingly soluble in water, soluble in alcohol, chloroform, benzene, less readily soluble in ether and still less in amyl alcohol (E. A. Ruddiman in an A. Ph. A. paper). Mixed with water it gives an alkaline reaction to litmus. It combines with acids to form soluble compounds. It deports itself very much like an alkaloid. Heroin hydrochloride is very soluble in water, and is the salt most commonly used. Alkaline hydrates or salts precipitate it from aqueous solution, but the neutral or acid salts do not generally do so. Tincture of iodine or an aqueous solution of iodine with potassium iodide gives a brown precipitate. Potassium mercuric iodide gives a white precipitate. Dilute solutions of heroin hydrochloride with mercuric chloride do not give precipitates, but an excess of concentrated solution of mercuric chloride gives a white precipitate. From not too dilute solutions it is precipitated by chlorides of gold and platinum. Heroin lessens the fluorescence which quinine gives with dilute sulphuric acid. It interferes with the dichromate test for strychnine when it is present in considerable proportion. Heroin hydrochloride and also the free heroin reduce potassium permanganate. Nitric acid gives a faint yellow which changes to green on standing, more quickly if warmed.

#### How Radium Is Extracted.—

That radium is obtained from pitchblende is generally known, but some details of the exact process will be of interest. According to *The Lancet*, operations for the extraction are commenced by crushing the pitchblende, and then roasting the powder with carbonate of soda. After washing, the residue is treated with dilute sulphuric acid; then the sulphates are converted into carbonates by boiling with



strong carbonate of soda. The residue contains radium sulphate, which is an exceedingly insoluble salt. The soluble sulphates are washed out, and the residue or insoluble portion is easily acted upon by hydrochloric acid, which takes out, among other things, polonium and actinium. Radium sulphate remains unattacked, associated with some barium sulphate. The sulphates are then converted into carbonates by treatment with a boiling strong solution of carbonate of soda. The carbonates of barium and radium are next dissolved in hydrochloric acid and precipitated again as sulphates by means of sulphuric acid. The sulphates are further purified and ultimately converted into chlorides, until about fifteen pounds of barium and radium chloride are obtained by acting upon one ton of crushed pitchblende. Only a small fraction of this mixed chloride is pure radium chloride, which is finally separated from barium chloride by crystallization, the crystals from the most radioactive of the solutions being selected. In this way the crystals ultimately obtained are relatively pure radium chloride of a very high degree of radioactivity.

#### Bottle Capping Preparation.—

This is a preparation which all druggists require, remarks Julian L. Waller (*Merck's Report*); and he points out that the more honey there is present in the wax the more rosin in proportion should be added.

Rosin ..... 1 ounce.

Hard yellow wax.....  $2\frac{1}{4}$  to  $2\frac{1}{2}$  ounces.

Color with lampblack or vermilion, or both, and you will have a neat, dull-finish cap.

See that your corks are of the best and are cut smooth on the top with a sharp knife in order to have the wax set evenly. Apply five minutes after removing from the fire, and hold the bottle while dipping at an angle of about 45 degrees; revolve the bottle in the mixture, and stand quickly in an upright position.

#### Hot Clam Juice for the Fountain.—

Clam juice may be served in the proportion of one-half to one ounce to an eight ounce mug, filling the latter with hot water and serving with a spoon; also giving the patron celery salt, salt and pepper cellars, and soda crackers (*The Soda Fountain*). The clam juice is served more acceptably by adding an ounce of milk, better yet by using half water and half milk, and still better by using all hot milk. A small amount of butter causes a marked improve-

ment. Clam juice, like beef tea, must always be served hot. It spoils very readily and must be kept on ice. If a distinction is desired between clam bouillon and clam broth, serve the latter with a spoonful of butter and the former without it. A fine way to keep the names apart is to have your "clam juice" of clam juice with water, your "clam bouillon" the same with a dash of lemon juice added, and "clam broth" clam juice mixed with cream or milk and water. Clam juice with hot water and seasoning may be known as "Clam Night Cap." "Hot clam juice cocktail" is made of one ounce of clam juice, from one to two drachms of lemon juice and hot water.

#### Incompatibilities of Salophen.—

Salophen is nearly insoluble in hot or cold water, somewhat soluble in alcohol, or ether, or chloroform (E. A. Ruddiman in an A. Ph. A. paper). The alcoholic solution gives a violet color with tincture of ferric chloride if the salophen is in excess, but if the iron is in excess a red-brown color is produced; if the solution of salophen is previously heated and then mixed with the iron it gives a violet at once. Salophen is said to be decomposed by the alkaline fluids of the intestines. Potassium hydroxide aids its solution in water, probably decomposing it.



O'GRADY: Phat fur did yez credit O'Reilly wid an article I wrote mesilf?  
EDITOR: My dear fellow, I'm very sorry, but that was simply an incomprehensible inadvertence.

O'GRADY: Oi! is that all? That's not so bud as O'Reilly said it wuz.

EDITOR: To what did O'Reilly attribute it?

O'GRADY: He said it wuz a *misthake*, begorrah!

[It requires real courage for an editor to print a joke on himself! And yet we feel bound to explain that we are doing exactly that thing in publishing the foregoing sketch and dialogue. One of the cleverest tales in the October instalment of the BULLETIN "Camp-fire" was that entitled "A Little Learning." Through error, the authorship of this was attributed to George A. Cutler, M.D., of San Francisco, whereas the credit should have gone to Charles A. Miller, of 575 Columbus Avenue, Boston. We made due and proper apologies to Mr. Miller, and his clever reply to our letter is presented above. We print it for two reasons: First, because it really *is* clever; and, secondly, to show that editors, even this side of heaven, are sometimes willing to admit that they are wrong. That the sketch is a good representation of the BULLETIN sanctum goes without saying.]



# BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

## To Prevent Sunstroke.—

In the *British Medical Journal* Dr. Andrew Duncan tells of having read, many years ago, of the experience of a gentleman regarding protection from sunstroke, who had traveled in India and had suffered several times from this trouble. Reasoning that no one gets sunstroke from the heat of great furnaces, he concluded that the actinic and not the heat rays were responsible for the trouble. He accordingly treated his body much like a photographic plate is treated and enveloped it in orange. He always wore an orange-yellow shirt, and his hat and coat were lined with yellow flannel. After adopting this method he felt no bad effects of the sun through five years of extreme exposure.

## Bulletin of the New York Botanical Garden.—

We have just received No. 9 of the Bulletin of the N. Y. Botanical Garden, it being the first number of the third volume. It is not in any way behind its predecessors in the interesting matter contained. Britton and Rose give a review of some of the "New or Noteworthy North American Crassulaceæ," in which they describe 11 new genera, 102 new species, and make 53 new combinations. Other interesting papers are "The Flora of the Matawan Formation (Crosswicks Clays)," by E. W. Berry; "Bolivian Mosses," by R. S. Williams; and "Dimensional Relations of the Members of Compound Leaves," by C. Zeleny.

## A New Camphor Forest.—

Reports have been received stating that a forest of camphor trees has just been discovered in the southern part of Taiwan. The area covered is something like 50,000 acres, containing some 120,000 trees, which measure from 8 to 18 feet in girth. It is estimated that 5850 tons of camphor could be produced, representing 1,720,000 yen, or about £172,000. The forest also contains a large variety of oak trees.

## Linseed Oil a Protection Against Frost.—

In *Meyer Brothers Druggist* is a very seasonable suggestion for those who have to work out-of-doors. An application of boiled linseed oil, made doubly

protective by the addition to the oil of a little fluid extract of capsicum, it is said will prevent the hands, nose, ears, feet, etc., from becoming frost-bitten. It is further said that carpenters and others who have used it when the mercury has stood as low as 40° to 60° below zero have had no difficulty in keeping themselves comfortable.

## A New Plant for Mosquitoes.—

Some time ago it was reported that there grows in Northern Nigeria, Western Africa, a plant, *Ocimum viride*, of the mint family, which, if planted around the dwelling, would keep away the deadly malarial mosquito. Later practical experiments along this line with this plant have demonstrated, according to the *Medical News*, that the reputed qualities of the plant are a pure myth.

## Kava-kava, a Local Anesthetic.—

Dr. Wm. Bowen has reported in the *Surgical Clinic* that he has used successfully a fluid extract of kava-kava as a local anesthetic in minor surgery. The anesthesia lasted for from six to eight hours; the pain produced at first by the alcoholic solution when used is the only drawback to its use.



CROSS-SECTION OF CUBEK BERRY.—Reproduced from a microphotograph made by Drs. G. Elgel and H. Kritzler, of Godesberg, Germany.



## NEW REMEDIES.

### Amylenol.—

A new antirheumatic, the amylic ester of salicylic acid. It is used both externally and internally in rheumatic pains, etc.

### Amyrol.—

E. Liotard (*Pharm. Ztg.*) has obtained an isomer of santalol in the form of a colorless liquid having the sp. gr. 0.98 to 0.982, and a boiling point of 300° C. at 75 mm. pressure. The author isolated the substance from the West India santal oil, the source of which is *Amyris balsamifera*, whence its name, amyrol. The amyrol is intended for medicinal purposes, but its therapeutic effects have not as yet been detailed.

### Derivol.—

Trade name for a new anti-rheumatic, prepared, according to the manufacturers, from mustard oil, oil of turpentine, and ammonium chloride.

### Ethylquinine.—

A new preparation of quinine. It appears in the form of colorless crystals which melt at 116°-117° C. It is entirely free from the bitter taste common to nearly all forms of the alkaloid and its salts. It is used like other quinine derivatives.

### Iodosyl.—

This is a definite chemical compound containing a little over 65 per cent of iodine. It is in the form of an amorphous, bulky, garnet-colored powder. Iodosyl commends itself as a substitute for iodoform in that it is odorless and free from irritating properties. Iodosyl finds many applications in ophthalmology, rhinology, otology, gynecology, and general surgery.

### Ononal.—

Trade name of preparation containing 90-per-cent petroleum and 10-per-cent soap. It comes in dice-like cubes.

### Salocreol.—

This preparation is obtained by the action of salicylic acid on the active constituents of beech tar creosote (guaiacol, creosol, and other phenols). It is described as an oily, brown, almost odorless, neu-

tral liquid, almost insoluble in water, but readily soluble in various alcohols, ether, and chloroform. It is stated to be non-toxic, and free from causticity. Has been successfully used in rheumatism, gout, erysipelas, and various forms of lymphatic inflammation. From 3 to 20 grammes may be rubbed into the skin daily according to circumstances. No untoward by-effects have been observed, despite the large doses used in many cases; and, where albumin had been present in the urine, its quantity was usually reduced by using salocreol. The internal dose of the remedy is not stated.

## LITERARY NOTES.

A new alumni journal has appeared on the scene—the “Journal of the Association of the Alumni of the Massachusetts College of Pharmacy.” The first number was printed in November, and it is proposed to bring the sheet out quarterly if it meets with sufficient interest and support. It started off with a really surprising amount of material. There were 37 pages of text and a dozen pages more of the alumni and undergraduate registers. The whole thing was interestingly gotten up, and it is to be hoped that it will become a permanent feature of the M. C. P.’s life and activities.

Blakiston’s Physicians’ Visiting List for 1904 appears in familiar form. This is the fifty-third year of its publication, which would seem to indicate that its popularity is by no means on the wane. It is supplied in the “Regular,” “Perpetual,” and “Monthly” editions. Published by P. Blakiston’s Son & Co., 1012 Walnut Street, Philadelphia.

The value of the *Literary Digest* to the busy man was well illustrated in the issue of December 19. The first article of that number, entitled “How the Message is Received,” considered the three chief features of President Roosevelt’s annual message to Congress, and under each classification gave in condensed form the opinions which had been called forth from the press of the country. One had but to read this three-page article to get a broad and comprehensive view in perspective of just what the country thought of the message, without having to wade through a score of newspapers and magazines and waste a day in doing it!



## THE DRUGGIST'S SPECIALTIES

*In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."*

### *Shampoo Paste.*

J. E. K. says he has tried the formula given last month, and while it cleanses satisfactorily thinks it does not foam as much as it should. Soap-making is a little out of the common run with most, if not all, druggists. The necessary technique, or nicety of manipulation, can only be acquired by experience and a few failures. The potash solution must be of sufficient strength to entirely saponify the oil and be in slight excess. The soap must be boiled until the reaction is complete, and concentrated to the right consistence. Care must be used not to overheat and burn the product. Try the formula again, increasing the quantity of potash about one-third. As you doubtless know, potash is a variable strength, and the quantity used must of necessity vary with each new lot. A few trials, working with small lots, will bring you success. Watch your work and do not make the same mistake twice.

### *An Advertising Proposition.*

L. & L.—When starting to introduce a new preparation you must expect many failures and the loss of many dollars before striking the right proposition. Success depends upon your ability to stick, and the amount of your resources.

You seem to have started wrong. Instead of expending your energies in getting your remedy to take with druggists themselves, get next to the people. Druggists are not going to stock a new remedy and work up a business for you; each one is doing just as you are—working for himself! When the people call for the product the trade will then get it fast enough.

The circular you enclose can be greatly improved. There is not enough of it. You will save money by employing some ad. writer to get up copy for your

advertising. Do not try to cover too much territory at once; take your own town first, then the country, and spread out carefully. It takes years to build up a successful business in a medical preparation. Make up your mind how much money you can spend without seeing any of it come back. Get an advertising proposition that you think will win out, and go for it. And when you finally start to cover a district see that every dealer in medicine has at least one bottle on hand, if you have to give it to him!

Your advertising must attract, interest, and pull. And your remedy must possess the merit to back up your claims. You must have nerve and resources sufficient to stay or you had better drop it. Money fades very fast in advertising.

### *Grease Eradicator.*

H. C. F.—The preparation you send is sold under various names, and may be prepared from any good white soap. Try the following formula:

#### CLEANING CREAM.

|                       |                |
|-----------------------|----------------|
| Ivory soap .....      | .8 ounces av.  |
| Salts of tartar.....  | ½ ounce av.    |
| Powdered borax .....  | 2 ounces av.   |
| Oil of sassafras..... | 2 fluidrachms. |
| Water .....           | 1½ pints.      |

Cut the soap in small pieces and dissolve in the water by the heat of a water-bath, add the borax and salts of tartar, and while cooling add the oil of sassafras, mixing them well together.

This removes grease, paint, and dirt if rubbed in well and then washed out.

### *Regarding a Line of Specialties.*

W. B.—We should advise you to put up a few specialties, make them yourself, put your name on them, stand behind them, and push them at every opportunity. Where it is not practicable, from want of time, lack of facilities or inclination, buy from some reliable manufacturer a line that will meet your requirements. As to placing your own name on the packages thus obtained, there is a chance for a difference of opinion. It would make you responsible for the contents, but you are advertising your own business, and if the first purchase is satisfactory customers will come back to you, whereas if the name of Bill Jones appeared on the label, your customer might try to get the article of some competitor.

In a general way we advise the druggist to carry a small line of specialties (preferably made by him-



self), each package bearing his name, and pushing them to the best of his ability. Conditions might prevail in some localities where it would not be wise to push your own remedies too strenuously; you might, for instance, antagonize some of your medical friends, or there might be other reasons, but these conditions are rare. It is not necessary to invest a large amount in bottles, boxes, cartons and labels. The Chicago Box and Label Co., 226-230 Lake Street, Chicago, furnish complete outfits in quantities of one gross and upwards. The outfit includes everything but the medicine, and the company even furnish formulas for that. The prices are reasonable. Write them for price-list of non-secret containers.

### *Dandruff Cure.*

A. S. S.—The formula for the dandruff cure was published in this department of the BULLETIN in the September issue. The bottle for it shown in the cut printed in November is the ordinary two-ounce Paris square. It is carried by A. M. Foster & Co., 120 Lake Street; The Western Bottle Co., 210 Randolph Street, Chicago; The Whitney Glass Works, New York; or The Saltsburg Bottle Works Co., McDonal, Pa. It is a very neat and showy bottle.

## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### *A Prescription Difficulty.*

G. R. McG. submits the following prescription for comment:

|                                      |                           |
|--------------------------------------|---------------------------|
| Quinine sulphate .....               | 2 drachms.                |
| Tincture of cantharides.....         | 1 ounce.                  |
| Tincture of benzoin.....             | 1 ounce.                  |
| Distilled extract of witch hazel.... | 2 ounces.                 |
| Alcohol .....                        | 2 ounces.                 |
| Water.....                           | enough to make 16 ounces. |

G. R. McG. says that he has not been able to prepare this prescription without a precipitate, although the customer claimed that he had elsewhere succeeded in having it dispensed in such manner that a clear mixture resulted. G. R. McG. tried to dis-

solve the quinine in acid, but found that it precipitated the tincture of benzoin; without the use of acid, on the other hand, the quinine was precipitated.

The trouble here is not with the precipitation of the quinine. It is caused instead by the resinous matter of the tincture of benzoin and the fatty extractive of the tincture of cantharides. Both of these tinctures are made with 94-per-cent alcohol as a menstruum and are consequently miscible only with 94-per-cent alcohol. The combination of the various ingredients in the foregoing prescription results in a compound containing approximately 25-per-cent alcohol, which necessarily causes precipitation of the tinctures. As it is manifestly impracticable to use 94-per-cent alcohol instead of water, however, the most feasible plan in this instance is to combine the tincture of benzoin, the tincture of cantharides, the distilled extract of witch hazel, the alcohol, and about six ounces of the water, adding about one-eighth ounce of talc, and filter until clear. The quinine sulphate may then be dissolved in the filtrate.

### *The Manufacture of Oil of Peppermint.*

H. R. H.—If you keep and bind the annual volumes of the BULLETIN, you will find that a very interesting article on "The Peppermint Industry in the Central West" was printed on page 467 of the volume for 1900. In a word, the oil is simply made by distillation from the plant. Originally the process was a very crude one. The plants were immersed under water in a copper kettle; direct heat was supplied by a furnace, and an ordinary condensing worm was connected with the top of the kettle. Later on large wooden vats came to be used. In these live steam is conveyed by a pipe entering at the bottom, the kettle which served formerly as a still being displaced by a boiler to generate the steam. The distillation under these circumstances is more perfect, scorching is avoided, and in consequence no empyreumatic products are formed. The oil is also distilled with greater rapidity and economy. The vats as a rule have a capacity of from 700 to 1000 ounces, and deliver from 75 to 100 ounces of oil during a day's run. Some of the more modern stills are constructed with double vats; distilling is done from one, while the other is being either charged or discharged. The boiler also runs a pump, the water being carried up and allowed to trickle over the condensing pipes. The distillate is carried into a receiving vessel so constructed that the oil can be skimmed off while the water discharges through a water-pipe.



*White Paste.*

L. J. M.—Try the following, which has been recommended as being very satisfactory:

|                            |           |
|----------------------------|-----------|
| Tragacanth, powdered ..... | 2 parts.  |
| White dextrin .....        | 1 part.   |
| Wheat flour .....          | 6 parts.  |
| Glycerin .....             | 1 part.   |
| Cold water .....           | 4 parts.  |
| Boiling water .....        | 40 parts. |

Over the tragacanth pour 16 parts of water in active ebullition, stirring it well, and set aside in a moderately warm place. Mix the wheat flour and dextrin with the cold water, stirring thoroughly, and add the mixture to the tragacanth. Pour the batter thus formed into the rest of the boiling water (24 parts) stirring constantly while doing. Add to the glycerin about  $\frac{1}{4}$  of 1 part of salicylic acid (or sufficient of the substance to constitute about one-half of one per cent of the whole batch of paste) and pour the mixture into the boiling paste, and under constant stirring cook for four or five minutes. Remove from fire and pour into a receptacle for preserving, cover with a piece of bladder or oil skin, and tie down. When required for use take out as much as needed and tie up again. In this way the paste will keep sweet for a very long time. It is white, odorless (or with a faint, agreeable odor), and is a wonderful sticker, where paper or cloth only is concerned. The addition of 2 parts of gum arabic and 3 more parts of glycerin (4 parts in all) converts the product into an unrivaled label paste for glass. The substitution of good glue or isinglass for gum arabic, and the addition of 8 parts of sugar, makes an all-around paste for use on wood, leather, metal, etc.

*Fruit Extracts.*

A. V. A.—The artificial extract of strawberry may be made after the following formula:

|                         |            |
|-------------------------|------------|
| Pineapple oil .....     | 1½ ounces. |
| Tincture of orris ..... | ¾ ounce.   |
| Tartaric acid .....     | ¾ ounce.   |
| Alcohol .....           | 1½ pints.  |

Raspberry extract may be made as follows:

|                                 |                 |
|---------------------------------|-----------------|
| Fluid extract of orris root.... | 2 fluidounces.  |
| Acetic ether .....              | ½ fluidounce.   |
| Oil of cognac .....             | 10 drops.       |
| Butyric ether .....             | 5 drops.        |
| Diluted alcohol .....           | 16 fluidounces. |

Mix the ingredients, color to a dark red with tincture of cochineal, and after a few days filter, if necessary.

And the artificial banana extract as follows:

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Flavoring extract of pineapple.                      | ½ fluidounce.   |
| Flavoring extract of vanilla..                       | ½ fluidounce.   |
| Flavoring extract of strawberry<br>(uncolored) ..... | 15 fluidounces. |

Mix, and, if necessary, filter through a little carbonate of magnesium, and color with a mixture of cochineal and tincture of curcuma.

*Photographic Paste.*

C. R. D.—One of the most usual mountants for photographic use is rice-starch or else rice-water. The latter is boiled to a thick jelly, strained, and the strained mass used as an agglutinant for attaching photographic prints to the mounts. Gum tragacanth is also used largely for this purpose, and probably a powdered product, if a good quality can be secured, is better suited to this end. It will dissolve more rapidly. Only cold water should be employed, and before using the mucilage all whitish lumps, which are really particles of undissolved gum, should be picked out or else the mucilage should be strained. One ounce of the gum will swell up and convert one gallon of water into a thick mucilage, although considerable time is taken in the process. A little oil of cloves will tend to preserve the finished paste.

*Potassium Chlorate and Tincture of Iron Chloride in Combination.*

J. V. S. L. asks concerning the propriety of sending out the following prescription:

|                                |                          |
|--------------------------------|--------------------------|
| Potassium chlorate .....       | 1 drachm.                |
| Tincture of iron chloride..... | 12 drops.                |
| Glycerin .....                 | 10 drachms.              |
| Water .....                    | enough to make 4 ounces. |

Mix and take a dessertspoonful every two hours.

There is nothing wrong about this prescription. It represents a combination very frequently administered in diphtheria and other throat troubles. Of course, a chemical reaction results from the combination of the potassium chlorate and the tincture of iron chloride, but this is exactly what is intended. Chlorine is liberated, and this is what the physician desires. Possibly the amount of potassium chlorate in the foregoing prescription might be cut down one-half with propriety.

*Colorless Hydrastis.*

J. V. S. L. wants to know how the following formula for a colorless hydrastis should be dispensed:

|                                 |                           |
|---------------------------------|---------------------------|
| Hydrastin (white alkaloid)..... | 12 grains.                |
| Hydrochloric acid .....         | 7 minims.                 |
| Boric acid .....                | 8 grains.                 |
| Glycerin .....                  | 6 ounces.                 |
| Water.....                      | enough to make 16 ounces. |

Proceed as follows: Dissolve the hydrastin (white alkaloid) and the boric acid in four ounces of water containing the hydrochloric acid, by gentle heat and agitation. Then add the glycerin and the remainder of the water.



*Purifying Lard Oil.*

D. E. F.—We do not know of any simpler or better method of purifying lard oil than to shake it with warm, dilute alkaline water (made by dissolving about a drachm of sodium bicarbonate in a half gallon of warm water), warming the mixture after shaking it, letting it stand quietly twenty-four hours, drawing off the oil from the water, adding to it some fullers' earth (about half a pound to the gallon of oil), shaking vigorously again, letting the mixture stand for two or three days with occasional agitation, and finally pouring it into a percolator. Pour back the oil into the percolator until it comes through clear and bright. If the fullers' earth is of good quality the oil will be much lighter in color, and will be devoid of a strong odor.

*Label Varnish.*

S. Drug Co.—You might try the following formula:

|                         |                 |
|-------------------------|-----------------|
| Sandarac .....          | 3 ounces av.    |
| Mastic .....            | ¾ ounce av.     |
| Venice turpentine ..... | 150 grains.     |
| Alcohol .....           | 16 fluidounces. |

Macerate with repeated stirring until solution is effected, and then filter.

The paper labels are first sized with diluted mucilage, then dried, and then coated with this varnish. If the labels have been written with water-soluble inks or color, they are first coated with two coats of collodion, and then varnished.

*A Question of Supersaturation.*

H. A. J. submits the following prescription:

|                                   |            |
|-----------------------------------|------------|
| Potassium acetate .....           | 6 drachms. |
| Fowler's solution .....           | 2 drachms. |
| Elixir of pyrophosphate of iron.. |            |
| enough to make 6 ounces.          |            |

H. A. J. says that this prescription resulted in a clear solution when it was first dispensed, but it was brought back in two days completely solidified. We may hazard the opinion that this solidification was mainly due to a supersaturation of the liquid by the large amount of potassium acetate present. There was probably also a slight reaction between the iron pyrophosphate and the alkaline potassium acetate. A greater degree of dilution and heat would clear up the mixture.

*Paste Polish for the Finger-nails.*

M. R. L.—Try the following:

|                      |                        |
|----------------------|------------------------|
| Peroxide of tin..... | 6 ounces.              |
| Tragacanth .....     | 6 grains.              |
| Glycerin .....       | 4 drops.               |
| Rose water.....      | a sufficient quantity. |

Mix, make into a paste, and color with ammonia solution of carmine.

Your other query, that with reference to a face lotion, may be answered by referring you to the information given "J. A. S." last month in the adjoining department of "The Druggists' Specialties."

*Saccharin as a Preserving Agent.*

H. S. & Son.—No, saccharin, when used as a sweetening agent in a syrup, will not tend to make the product more unstable than when sugar is used alone. On the contrary, saccharin is a fairly good preservative, and adds to the stability of any liquid.

*"Taraxacum Compound."*

Mr. Fred. Pierce, of St. Joseph, Mo., writes us in further reply to the query of "S. B." in last month's BULLETIN that "Taraxacum Compound" is prepared by the Taraxacum Co., of Mebane, N. C. It is sold as a tonic.

*About Chewing Gum.*

H. L. M., Jr.—Machinery for the manufacture of chewing gum can be purchased of the American Machinery Co., of New York City. Dealers in crude chicle are the following: Louis N. Chemidlin & Co., 16 Exchange Place, New York City; McKesson & Robbins, New York City; John H. Parker, 7 Cedar Street, New York City; Schieffelin & Co., New York City.

*Oil of Wintergreen.*

E. L. S.—The artificial or synthetic oil of wintergreen may be used for any purpose for which the true oil is employed. Barring questions of purity, the two products are practically identical. As you doubtless know, the true oil consists almost entirely of methyl salicylate, whereas the artificial oil is composed of this chemical alone, made synthetically. It has been said that there is very little true oil on the market, most of that sold being the artificial oil in disguise.



*Books on Taxidermy.*

J. R.—We find the three following books mentioned as covering this subject with satisfaction: "The Art of Taxidermy," by J. Rawley; "Methods in the Art of Taxidermy," by O. Davie, published in Columbus, Ohio; and the "Manual of Taxidermy," by C. J. Maynard. Any large dealer in books would be able to procure these for you.

Your query regarding the responsibility of the "Sheldon School of Scientific Salesmanship" of Chicago falls outside the scope and policy of this department, and we are not able to render you any opinion or give you any information in the premises.

*Vinegar Made from Acetic Acid.*

A. E. W. & Co.—Acetic acid vinegar is usually a mixture merely of one part of acetic acid (36 per cent in strength) with four or five parts of water. Another formula calls for two pounds of acetic acid, two quarts of molasses, and twenty gallons of water; this mixture being shaken and allowed to stand two or three weeks.

*Artificial Honey.*

R. Bros.—Five pounds white sugar; 2 pounds water; gradually bring to a boil and skim well. When cool add 1 pound of bees' honey and 4 drops of peppermint. To make a better quality add less water and more real honey.

J. E. K. & Co.—Your query regarding boilers refers to a trade which is so entirely different from pharmacy that we feel incompetent to answer it with any degree of satisfaction. You might write the *Scientific American* of New York.

W. C. K.—Certainly a druggist can sell tincture of ginger without a prescription from a physician. We are at a loss to know why a prescription should be considered necessary. Even grocery stores are permitted to sell "Jamaica Ginger."

O. R. N.—The paper which developed an image of your hand when pressed upon it was probably prepared with a solution of cobalt chloride or acetate in glycerin and water. You might experiment with this if you feel interested.

A. O. M.—We know of no preparation for stiffening the bristles of an old brush, and doubt if the trick can be performed.

A. A. O.—You can doubtless secure a powder divider of almost any jobber.

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**FORMULAS.**

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*Some Hot-Soda Formulas.***HOT GINGER.**

For ginger syrup for hot soda, flavor soda syrup with ginger essence or use a syrup of ginger prepared as follows: One and one-fourth ounces fluid extract of ginger, one-half ounce precipitated calcium phosphate, twenty ounces sugar, twenty ounces water. Triturate the extract with the calcium phosphate, expose in a warm place until the alcohol has evaporated, triturate with water, macerate for several hours, stirring occasionally, filter, and in the filtrate dissolve the sugar by agitation. In serving use one to one and a half ounces of syrup, fill with hot water and serve with spoon. Adding an ounce of cream makes it into "Hot Ginger Puff" or "Ginger Fizz." Tincture or essence of ginger may be added when it is not strong enough for some patrons.

**HOT GINGER ALE.**

Prepare a syrup of four drachms ginger ale extract, two drachms solution of citric acid, enough soda to make sixteen ounces. The acid solution may be omitted if desired. Serve like hot ginger.

**HOT GINGER CLAM BROTH.**

One teaspoonful powdered Jamaica ginger, one ounce cream, one ounce clam juice, one teaspoonful butter. Fill with hot water and season with celery salt.

**HOT GINGER WINE.**

One ounce ginger wine, two tablespoonfuls sugar, seven ounces hot water.

**HOT OYSTER JUICE.**

Take one ounce of fresh juice from oysters, and a tablespoonful of cream, fill the mug with hot water, add a small piece of butter and season with pepper and salt. Serve with soda crackers.

**OYSTER BOUILLON.**

About 2 tablespoonfuls extract oyster bouillon, 1 dessertspoonful prepared milk, 5 drops extract aromatic soup herbs, 5 drops extract celery and pepper. Hot soda sufficient to fill cup.

**HOT BEEF-EGG.**

Break fresh egg into mixing glass and shake well without ice. Pour into bouillon cup, add  $\frac{1}{2}$  ounce beef tea extract, draw hot water to fill cup and serve with 2 Graham wafers, pepper and salt.

**HOT MILK SHAKE.**

Hot milk shakes are made by shaking one ounce of syrup (flavor desired) with hot milk.—*The Soda Fountain.*



# BULLETIN OF PHARMACY

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## EDITORIAL.

### THE TRUTH ABOUT ANTITOXIN.

Every child has observed how a small pebble, dropped into a large pond, will cause the formation of a circle of ripples on the surface which ever widen until they are either lost or disappear from sight. Last month the Secretary of the Chicago Board of Health produced a variation of this phenomenon. He rushed into the hospitable arms of a reporter with certain fanatical statements about the formation of "a trust in lives." Other Chicago papers took up the cry. The Associated Press caught it and passed it along quickly to newspapers throughout the country. People were told that "an antitoxin trust" had been formed; that "the three (!) manufacturers" of serum had combined to wring extortionate prices from an indigent public; and that the "death-rate from diphtheria will be doubled,

unless some other agent for the treatment of the disease is discovered." All this produced a sensation, and sensations are eagerly grasped by the average American newspaper.

Now what is the truth? Has an antitoxin trust been formed? No. Have the prices of serum been advanced? No. Will the death-rate from diphtheria be affected in the least by any action taken recently by one or all manufacturers of antitoxin? No. What, then, has been done? This: comparing the 1903 with the 1904 price list of the largest manufacturers of antitoxin, it will be found that one grade of serum instead of two will henceforth be marketed, and that the new product, while *practically the equal of the former higher grade*, will be sold at a price representing a reduction, not an advance. Here are the comparative figures:

| No. of Units. | 1903                 |                      | 1904       |
|---------------|----------------------|----------------------|------------|
|               | Price of X.          | Price of XX.         | New Price. |
| 500           | \$0 75               | \$1 15               | \$1 10     |
| 1000          | 1 50                 | 2 25                 | 2 00       |
| 2000          | 3 00                 | 4 00                 | 3 50       |
| 3000          | 4 50                 | 5 75                 | 5 00       |
| 4000          | Not formerly listed. | Not formerly listed. | 6 50       |

Moreover, the prices of the new serum are even less than they seem to be here, for the trade discount is twenty-five per cent, whereas it was previously but twenty.

The difference in the quality of the two former grades was simply a difference, not in the antitoxin potency of the individual bulb, but in the degree of concentration—or, in other words, it was a difference in the antitoxic potency of each cubic centimeter of serum. In the one case the bulb was much larger than in the other. Now bearing in mind that the new serum is in point of concentration much superior to the "X" and all but equal to the "XX" grade, and comparing prices and discounts, it will at once be seen that the present prices exhibit a reduction instead of otherwise—the newspapers to the contrary notwithstanding.



But why was the step taken? Every retailer's experience will provide the answer to this question. Fully 40 per cent of all the serum previously sold to the retail trade came back for "free exchange," and this represented an absolute loss to the manufacturer, for the material had to be thrown away. Reducing the number of packages or doses from ten to five will largely do away with so ruinous a loss; and this fact fully explains why it is possible to make better prices on the new product than on the old ones.

But there was another reason for the change: To inject a bulky serum under the skin of a child is to cause a great swelling and to provoke considerable pain. Because of this physicians have always preferred the most concentrated products, and the sale of the "X" grade has more and more diminished.

Where, then, is there the least justification for the nine days' newspaper wonder of last month? Physicians are better satisfied than before: they get the more concentrated products at a less price. Druggists certainly are better off: they get better discounts, they have fewer varieties to handle, and they suffer less annoyance and trouble in the return of goods. What about the consumer? Well, the vast majority of patients—those who pay for what they get—are provided with the better serum for less money. As for charity patients it may be said that boards of health are specially furnished with a product at a low price under the conditions that it is not subject to exchange, that it will not be furnished with the patent injecting device, that it must not be resold, and that it be used only in the treatment of the indigent sick.

#### THE HANDWRITING ON THE WALL.

Damaging facts were contained in the annual report rendered last month by the New York Board of Pharmacy to the governor of the State, and the newspapers have seized upon them with a rapacity, and exploited them with a vengeance, which has certainly added nothing to the good name of pharmacy. The board reported that of 210 specimens of tincture of iodine gathered chiefly from the drug stores of Greater New York, 103 had been found to differ materially from the standard laid down in the Pharmacopœia; and similar deficiencies were discovered in 42 out of 120 samples of spirit of camphor, in 44 out of 159 samples of soap liniment, in 13 out of 48 samples of mercurial ointment, and in 14 out of 36 samples of tincture of opium.

In short, 35.5 per cent of all the specimens collected from the drug stores of the city and State had turned out to be more or less radically at variance with the pharmacopœial requirements! And not only were such products as tincture of iodine and spirit of camphor deficient in their content of iodine and camphor respectively, but they frequently bore the additional stigma of having been made from methyl or "wood" alcohol.

The newspapers were not slow to realize the opportunity offered them, and they made the most of it. As we write, scathing editorials lie before us from such papers as the *New York Sun*, the *New York Times*, and the *Brooklyn Eagle*. They are not pleasant reading. The real facts themselves are bad enough, but the editorial writers have either intentionally or unconsciously exaggerated them. Basing their remarks upon wholly false reports, they have declared that the goods of pharmacists have been found wanting, while those gathered from department stores have been irreproachable. Moreover, 35 per cent, not merely of those particular druggists in Greater New York and elsewhere whose goods were examined, but of the *whole class* of druggists in the State, are declared to be involved; and instead of being considered guilty of ignorance of the quality of their products, and thus of unconscious adulteration, they are condemned as intentional sophisticators and "cheaters."

But after all ignorance, as everybody knows, is no defense before the law. The dozens of druggists in Greater New York who have paid their fines during the last year are living testimonies to that ancient legal principle. Probably in but very few instances (as when they used "wood" instead of grain alcohol in the preparation of some of their products) did they indulge themselves in intentional adulteration; they were simply careless and indifferent; the goods they bought they did not examine to see that they were as they should have been; the goods they made they made in a slovenly or rule-of-thumb manner; and they did not look well after the preservation of perishable preparations. They were unconscious violators of the law; they were unintentionally derelict in their plain duties; but nevertheless they paid the penalty. And to an unfortunate degree they are compelling the whole calling to pay it also, for they are shaking the public confidence in the skill and care of all pharmacists.

As the BULLETIN has often pointed out—so often, indeed, that it hesitates to do so again—the pharmacist of the future is bound to be held more and



more accountable for the character of the goods which he dispenses. Will he realize the responsibility which rests upon him and discharge it with credit to himself and safety to his profession? Will he read the handwriting on the wall? Or shall we have more and still more of these damaging pure-drug crusades, every one of which drives a nail in the pharmaceutical coffin?

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#### THE ENGLISH STAMP DUTIES.

The English proprietary medicines are subjected to a stamp duty as they were in this country during and following the Civil and Spanish-American wars. The English stamp acts are such that they often involve druggists (or "chemists") as well as patent-medicine proprietors. Certain products, under certain conditions, are liable to stamp duty by whomsoever sold, and what those products and conditions are would baffle even the intricate mind of a Philadelphia lawyer. The subject abounds in complexities, and despite the fact that the acts are a century old, the pharmaceutical journals of Great Britain have for the last year been full of the detailed and particular decisions rendered by the Board of Internal Revenue in response to the requests and complaints of chemists.

The clearest presentation of the subject that we have yet seen is from the pen of Mr. John Humphrey, editor of the *Pharmaceutical Journal*, who read a paper recently before the London Chemists' Association. He endeavored to show what particular products the chemist might sell without rendering himself liable to the stamp duty. There are so many provisions and exemptions that no single general rule can be enunciated with any conclusiveness, although it may be said that in the main those goods are dutiable (even if not patented or trade-marked) which are offered as specifics for the treatment of disease, and in the preparation of which secret and superior methods are claimed.

But right off we are in conflict with qualifications. A striking exemption is that a product composed of a single drug or chemical may under all conditions be sold without the stamps. Thus a chemist, making headache powders of plain acetanilid, may claim that they are prepared "only" by him, and may ascribe to them with impunity the most marvelous curative powers. But as soon as he mixes in a bit of caffeine, or even an ineffective coloring agent, the powders are dutiable. Mixtures come under the ban: they are "compounded medicines."

As the result of recent decisions gained by chemists from the Board of Internal Revenue, all compounded medicines are exempt from duty which appear in the British Pharmacopœia and in other well known books of reference, even though curative claims for them are made on the label. There are, though, several qualifications here also: If the preparation was once dutiable; if, for instance, its devisor paid duty upon it originally, as was the case with Godfrey's Cordial, Dalby's Carminative, and others, the duty must continue to be paid through everlasting time. A pharmacopœial preparation is also dutiable if, instead of being sold under the proper or common name, it is given some such title as "corn cure," or "dyspepsia powders," or "whooping-cough mixture."

But here we reach another qualification: a preparation may, without incurring liability, be given a title involving the name of some organ of the body. Thus, while the product may not be called a "cough cure," it may receive the designation of "lung balsam." To use the title of cough cure is in effect to recommend the preparation for the treatment of cough, and thus render it a dutiable product, but to use the title of "lung balsam" is to do no such thing—so says the Board of Internal Revenue!

We have only dipped into the subject; there are, we assure you, many more complexities and qualifications and exemptions; but perhaps we have presented enough for a single occasion—enough to satisfy the average reader certainly.

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#### A PERSONAL WORD.

We wonder if the readers of the BULLETIN fully realize what a wealth of practical information may be found every month in our department of "Queries?" This department, contrary to what is probably the general conception, is not conducted primarily for the benefit of the few who ask the questions, but for the many who may also profit by them; and therefore in supplying information we adapt it to the needs and requirements of the entire BULLETIN constituency. Otherwise we could not afford to give as much time and space to the department as we do.

Do not therefore pass it by as being one which is of concern only to those who call upon it for assistance, and which has nothing of interest to you. It is meant primarily for *you*, not for the querists!



## THE OBSERVER'S COLUMN.

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The Observer is really quite puffed up this month. His BULLETIN friends have always been very kind and considerate. They have listened patiently to his garrulous wanderings, and have often made kind and appreciative responses. But he always fancied somehow that they were being prompted only by that sense of charity which moves the universal heart; and he had quite convinced himself that he would not be missed if he simply dropped back out of sight and hearing. He could not resist the feeling that he had become a bore; and in permitting this Column to disappear during the last three or four months he thought he was doing the BULLETIN Family a kindness.

But the Observer has been surprised and gratified beyond measure to know that he has really been missed. His heart has been made glad by friends who have asked urgently after him, and inquired if he were no longer in the land of the living. "What has become of the Observer?" asked one reader only yesterday. "I hope he has not deserted us. I should be truly sorry to learn that we were to be told no more of his observations and reflections on things human and pharmaceutical." And many others have made similar inquiries—have indeed indulged in flattering remarks which the Observer's modesty forbids his repeating out loud. Yes, the Observer is quite "set up," and he is overjoyed to find that he is not so much of a bore after all.

\* \* \*

Still, the Observer cannot help realizing what a garrulous fellow he is. Already he has nearly filled his column this month, and has done nothing but express a pleasure which might have been told in a few words. There is but little room left in which to speak of The Unconscious Humor of Some Advertising—a subject which addressed itself to the Observer's attention while he was down street the other day on a little shopping expedition.

One of the large department stores was having a "mark-down sale." Goods which formerly sold for ten dollars were being sold for five. Dollar articles were going at fifty cents. Fifty-cent articles were marked down to a quarter. This suggested a thought to the Observer's mind, and he could not resist a satirical smile: "A few days ago we were told that some of these goods had been bought at advantageous figures and were being 'slaughtered' at prices just a bit above actual cost. Now the price is cut in

two! Either the merchant was lying outrageously the other day, or he is deliberately throwing his money broadcast now. In either case he does not present a shining example of Virtue or Wisdom."

\* \* \*

The Observer was lost in thought. He began to wonder if people generally were fooled by such tactics. He asked himself if a merchant could, ostrich-like, hide his head in the sand of plausibility and depend upon a blind and gullible public to pass him by without detection. Are not the American people noted for their Yankee shrewdness? Do they not have a keen sense of humor? Or was Barnum correct when he said the public liked to be humbugged? And is a certain type of the modern advertising fakir right when he cynically declares that "a new victim is born every minute?"

These questions presented themselves to the Observer's mind; and he passes them along for the consideration of his friends. His own opinion is that honesty is the best policy, in advertising as in everything else; and he firmly believes that deception will not fail in time to reap its just reward—though it *does* seem sometimes as if the reward were a long time in coming!

What do the Observer's friends think about it?

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## THE MONTH.

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### PEACE IN SAN FRANCISCO.

The two most sensational events of the month are discussed at some length in the adjoining department of editorials: (1) the unjustified hue and cry of the newspapers concerning an alleged increase in the price of antidiphtheritic serum on the part of several manufacturers of the substance, and (2) the damaging disclosures made in the annual report of the New York State Board of Pharmacy concerning the sale of adulterated medicaments by the pharmacists of Greater New York. Next to these two matters, attention has been chiefly centered on the success of the committee of 14 patent-medicine proprietors in correcting the cut-rate situation of San Francisco. Deep interest has been felt all over the country at the action of the Owl Drug Company in abandoning its campaign of price-demoralization and coming into the pharmaceutical fold. The price schedule agreed upon by all parties concerned is not notably high, but it is far better than chaos and confusion. In general, 25-cent, 50-



cent, and dollar articles will be sold for 20 cents, 40 cents, and 80 cents respectively. The same schedule is observed in Sacramento and Oakland. In Los Angeles more satisfactory prices are obtained, but harmony has prevailed here for a year or two and perhaps longer. It is declared that the clearing up of the San Francisco situation "removes all cutting west of Kansas."

\* \* \*

#### A MERITORIOUS MEASURE.

A bill has been introduced into both Houses of Congress which deserves the most hearty support of the druggists of the country. It is in the interests of the pharmacists in the naval service, and in the main will yield two advantages: (1) it provides that the present number of "pharmacists" in the service shall be increased from 25 to 50, and it (2) gives the rank of "pharmacist" a legal status, which it has not heretofore enjoyed. As everybody knows, a law was enacted two or three years ago giving 25 druggists in the service the title of "pharmacists" and the rank and pay of warrant officers, but for some reason or other the favor had a string tied to it. It was provided that the warrants of the "pharmacists" should not, as is universally done, be signed by the president, and thus made permanent, but instead should be signed by the secretary of the navy, who has power at any time to wipe the whole class of "pharmacists" out of existence. The present congressional measures have the united support of the Navy Department, the Surgeon-General, and the Bureau of Medicine and Surgery, and it is therefore unlikely that they will be defeated from any positive opposition. The fear is that they may meet the fate of hundreds of bills and simply die in committee. The only hope is to get them out of committee and placed on the "calendar" for a vote in both the Senate and the House. Towards this end the interested pharmacists of the country ought to write their representatives in Congress and bespeak their support of national legislation so just and necessary in its provisions.

\* \* \*

#### LIQUOR.

The liquor situation in Los Angeles is becoming very troublesome to the druggists. It seems that some time ago the city council took radical steps to correct what it deemed the abuse by the druggists of their liquor privileges. It imposed a monthly license of \$60, thinking that a tax so high would practically be prohibitory. The result, however, has

not been exactly what was expected. Many druggists have reasoned that since they have to sell liquor for medicinal purposes, and since its sale for such ends makes a license necessary, they might as well reimburse themselves for the great expense to which the license subjects them. Instead, therefore, of lessening the sale of liquor, the ordinance has greatly increased it. The consequence is that a new ordinance is now under consideration, and this will prohibit entirely and directly the sale of intoxicants by druggists for other than medicinal purposes. In order to make the measure effective, each druggist will be required to file with the city clerk a monthly statement of the number of liquor prescriptions filled during the month, together with the names of the purchasers, and those of the physicians who wrote the prescriptions. This prospective ordinance is being fathered by the president of the city council, who declares that similar measures have been notably successful in other cities on the Pacific coast.

\* \* \*

#### SOMEWHAT VIGOROUS.

An open letter of a rather startling nature was sent last month to the Board of Trustees of the United States Pharmacopœial Convention by F. M. Goodman, Dean of the Chicago College of Pharmacy. Professor Goodman expressed his firm conviction that the formulas of the forthcoming Pharmacopœia ought to be given in both the common and the metric systems of weight and measure.

Ever since the change made in the official formulas of substituting parts by weight, and which was subsequently followed by metric apportionment, trade and professional interest in the Pharmacopœia has been withdrawn and transferred to commentaries. In other words, pharmacists, instead of indicating a preference for the work of authority, absolutely ignore it, and in its place we find the various dispensatories, companions, etc. . . . I would like to suggest that the Committee of Revision, in anticipation of the same conditions prevailing in the future which have predominated in the past, do all in their power to prevent a continuance of this plight. . . . With this end in view I advisedly suggest that alternative formulas in definite common weights and measures be presented, as is done in the British Pharmacopœia. . . . To continue the work with the metric system alone is to wilfully relegate it to a place among useless publications.

There is much truth in Professor Goodman's point of view. How many druggists use the metric system? How many, indeed, possess a set of metric weights? Ideals are all well enough, but in pursuing them we should not ignore actualities.



A JOURNALISTIC  
TILT.

The past few weeks have witnessed a journalistic battle in the pages of the *Druggists Circular* and the *Pharmaceutical Era* between George M. Beringer, of Camden, N. J., and Professor Virgil Coblentz, of New York. Readers of the pharmaceutical press will remember what a sensation was caused at the Mackinac meeting of the A.Ph.A by the exhibition of a sample of dithymol diiodide which had been made by Mr. Beringer, and which bore a statement of Professor Coblentz indicating that it contained 37.1 per cent of ether-insoluble matter and left 27 per cent of ash. More or less has been said and printed on the affair since then, but more recently the two chief figures in the drama have "had it out" in dead earnest. Professor Coblentz now states that a mistake was made by his assistant in marking the package in question, and that Mr. Beringer's product left but 27 hundredths of one per cent of ash instead of 27 per cent, and contained, not 37.1 per cent of ether-insoluble matter, but from 6 to 10 per cent only. Professor Coblentz, however, insists that even 6 per cent of ether-insoluble matter, while it indicates insufficient washing only, and not intentional adulteration, makes the product injurious; to which Mr. Beringer replies that many years of experience with the substance leads him "to assert positively that the commercial article *does not* and probably *cannot be made* to conform to the theoretical standard of no ash and entire solubility in ether."

\* \* \*

TROUBLE IN  
CANADA.

It looks very much as if an open fight would soon develop between the jobbers and proprietors of Canada. Trouble has apparently been brewing for a year or two, and more recently affairs have reached a critical point. The jobbers declare that they cannot afford to do business on the 5 and 10 per cent discounts granted them by the proprietors. They want the discounts raised at least to 10 and 15 per cent. The proprietors, on their part, insist that the present discounts are adequate, and most of them positively declare that they will not increase them. At the present writing both classes are apparently "standing pat." On the one hand, the jobbers have forwarded ultimatums to several proprietors, announcing that they would refuse to handle their goods at the present discounts after a specified time. The proprietors, on the other hand, propose to meet these ultimatums by establishing distributing depots

in the larger business centers. The retailers hope that some compromise may be effected, and more or less strength has been given this hope in the recent act of a few proprietors in granting the concession demanded by the jobbers. [Later reports indicate that a compromise has been agreed upon by all parties concerned.]

\* \* \*

ANTI-COCAINE  
LEGISLATION.

Efforts are being made in Maryland and New York to secure the enactment of rigid cocaine laws in the coming sessions of the State legislatures. In New York State the movement was inaugurated by the Syracuse Retail Druggists' Association, and has been taken up by the Board of Pharmacy, the Committee on Legislation of the State Association, and the several pharmaceutical societies of Greater New York. It is earnestly to be hoped that in both New York and Maryland the Beal "Anti-narcotic Law" will be utilized for the purpose. This bill represents the best wisdom of the hour on the subject, and it has received the approval of the American Pharmaceutical Association. Moreover, the anti-cocaine and anti-narcotic legislation which is quite sure to be enacted during the next few years should be uniform in character, and this necessary result can be achieved only by the use of a single bill—modified, if need be, to suit local conditions and peculiarities.

\* \* \*

COCAINE AND  
THE  
ILLINOIS BOARD.

While speaking of anti-cocaine legislation, a word or two may be said concerning the report presented last month to the Illinois Board of Pharmacy by President Bodemann, in retiring from his office at the expiration of his term of service.\* Mr. Bodemann expressed the opinion that the greatest necessity under which the board rested at the present time was the continuance of its crusade against illegal venders of cocaine.

In almost every State in the Union [declared Mr. Bodemann] the sentiment against the growing curse has been aroused and is crystallizing in legislation. Illinois can be proud to be among the first States who recognized the danger in its incipient stage. In Illinois the State and Chicago Associations, greatly to their credit, persisted in their efforts until the cocaine law became a part of our statutes and part of the Board's duty. My earnest advice is—not to stop at cocaine, but to include all narcotics, so

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\*Mr. Bodemann has since been reappointed to the Board by the Governor.



that the legal and pharmaceutical rogues cannot beat the devil around the stump by selling eucaïne for cocaine, or mixtures or compounds of narcotics handled under the name of "flake." Let all narcotics be included in the law prohibiting their sale except on physicians' prescriptions. Further, let the sale of such narcotics by jobbers be forbidden, except to retail pharmacists.

\* \* \*

#### FIGURES.

Some interesting figures were contained in the annual report of the New York Board of Pharmacy submitted to the government last month. It will surprise the pharmacy boards of the smaller States to know that the receipts from all sources amounted to \$27,000, of which \$22,000 was expended. As everybody knows, the board is divided into three branches—those for the "Eastern," the "Middle," and the "Western" sections of the State respectively. Each branch is composed of five members, and the parent board therefore has a membership of 15. Mr. Warren L. Bradt receives an annual salary of \$1800 as general secretary of the entire board, and an additional salary of \$500 as secretary of the "Middle" branch. Mr. Charles Erb, secretary of the "Eastern" branch (Greater New York and vicinity), gets an annual salary of \$2000, while \$500 is received by Mr. George Reimann, secretary of the "Western" branch. Mr. Bradt's entire income is seen to amount to \$2300, but this is considerably lessened by the fact that every secretary has to provide his own clerical and stenographic assistance.

\* \* \*

#### AFTER TRADING STAMPS.

Systematic effort is being made by the Merchants' Association of New York to secure State legislation prohibiting the use of trading stamps. In two or three States anti-trading stamp laws have been declared unconstitutional. A Vermont statute met this fate only a few weeks ago. The Merchants' Association is not daunted by these failures, however, and expects to devise a measure which shall stand the test of the courts. Druggists who believe in honest and equitable business will wish the association Godspeed. In the meantime it is of interest to note that the N. A. R. D. makes it a part of its crusade to abolish the use of trading stamps. Organizers are instructed to eliminate this source of trouble when bringing about local price schedules and accomplishing peace and harmony generally. Dr. Hoffmann, for instance, recently succeeded in getting all of the druggists in Springfield, Mass., to

sign an agreement prohibiting the use of stamps, and a similar victory was achieved by organizer Keiser in Carbondale, Pa.

\* \* \*

#### HOTEL RATES IN ST. LOUIS.

The druggists of St. Louis are very anxious to have the N. A. R. D. meet in their city in 1904, and they are vigorous in declaring as wholly unfounded the reports that have been made that the hotels of the city will raise their rates during the Fair. D. R. Francis, the President of the Exposition, announced in a recent open letter:

Not only will there be sufficient room for all who come, but the rates will be more reasonable, I think, than at any previous Exposition. Under contract, the Exposition controls the rates of the hotel of twenty-three hundred rooms within the grounds, "The Inside Inn." The Exposition has furnished free sites and other inducements to several additional hotels under agreements which regulate the rates of such hotels, and the proprietors of the leading hotels of the city have signed written guarantees that their "rates will not be increased during the World's Fair period, from April 30th to December 1st, 1904."

\* \* \*

#### THE "DRUG LABORATORY."

Portions of a bulletin soon to be issued by the newly-established drug laboratory in the Bureau of Chemistry at Washington were published in the newspapers last month. Mr. Kebler, chief of the laboratory, is the author of the bulletin, and its contents make abundantly manifest the necessity for the existence of a national drug laboratory. It is evident that adulteration, intentional and unintentional, exists in very large measure. The bulletin is divided into three parts, treating respectively of "inferior drugs and insidious methods of deception," "rose oil substitutes," and "methods of analysis." Mr. Kebler is certainly to be congratulated upon the excellence of his handiwork.

\* \* \*

#### PRACTICAL PHARMACY.

From the chairman of the Section on Practical Pharmacy and Dispensing of the A. Ph. A. we learn that the committee has begun an aggressive campaign to secure material for the meeting at Kansas City in September. This is the most interesting section of the association to retail pharmacists; in fact, it was gotten up for their special benefit. Every one who takes an interest in this work is urged to communicate with the chairman, W. H. Burke, 187 Woodward Avenue, Detroit, Michigan. Dr.



Enno Sander, of St. Louis, offers a prize of \$50 for the best paper presented to the section. There is not a progressive pharmacy in America that does not have something of interest to report to this section. It may be a time- or labor-saving device, or a process used in the prescription department; it may be a capsule-filling machine; it may be a formula; it may be some laboratory method; it may be some convenient way of storing and keeping stock. This section is the national clearing house for ideas and experiences anent practical pharmacy.

\* \* \*

## UNUSUAL.

A peculiar experience fell to the lot of a New Haven pharmacist last month. A man about 65 years old walked into the store of Richard Healy, on the corner of River and Fair Streets, and asked for an immediate dose of something to relieve a sharp pain near the heart. "A weak solution of a heart stimulant was given him," says the newspaper report, and "he was suddenly seen to reel. Before he could be caught, he fell to the floor and died in a few minutes."

\* \* \*

Dr. Geo. Payne, of Atlanta, has been given a handsome diamond ring by the pharmacists of the Public Health and Marine Hospital Service of the United States, as a token of their appreciation "of his energetic, untiring, and successful work in their behalf." Dr. Payne is chairman of the A. Ph. A. committee which has for years been endeavoring to secure an improvement in the status of the pharmacists in the various branches of the government employ.

\* \* \*

Several alleged druggists in Paw Paw, Mich., who have been conducting a liquor business under the guise of drug stores because of the fact that "local option" prevented them from securing licenses as saloonkeepers, have been paying for their attempt to evade the law. They have been made to spend from thirty to sixty days in jail, and in addition to pay costs ranging from \$50 to \$200.

\* \* \*

Thirty of the retail dry goods and department stores of Detroit—all the large ones—agreed last month to close hereafter at 9 instead of 10 o'clock on Saturday evenings, acting at the instigation of the retail clerks. The newspapers have supported the cause and have advised other stores to enter the agree-

ment, even declaring that an earlier closing hour should be established.

\* \* \*

The World's Dispensary Medical Association of Buffalo, and the Herpicide Company of Detroit, have recently adopted the plan of insisting that all newspapers which carry their advertisements must do so with the understanding that they are not to publish therein the advertisements of their products at cut prices.

\* \* \*

The Drug Clerks' Association of Illinois is striving to enlist the sympathy and support of the public in its efforts to secure the passage of a shorter hours' ordinance in the city council, and it has attempted to see that unregistered clerks are not permitted to perform duties in violation of the pharmacy law.

\* \* \*

The Hepburn pure food and drug bill passed the House of Representatives January 21. The McCumber measure is the one before the Senate, but the two bills are identical save in one clause only. It looks as if a pure food and drug law would finally be enacted by Congress.

\* \* \*

Owing to the illness of C. Lewis Diehl, Reporter on the Progress of Pharmacy for the A. Ph. A., the proceedings of the Mackinac meeting will probably not be ready for delivery before the first of April. Otherwise they would have reached the members ere this.

\* \* \*

The Retail Druggists' Association of Depew county, Ills., held their annual banquet last month, and invited the physicians of Depew to dine with them. Affairs of common interest were discussed, and the event was in all respects a successful one.

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The N. A. R. D. has recently put an end to the disastrous cut-rate situation which has been existing in Lincoln, Neb. Prices have been advanced 20 per cent. A similar advance has likewise been made in Scranton, Pa.

\* \* \*

Dr. Gustav Pfingsten, editor-in-chief of the *Deutsche Amerikanische Apotheker Zeitung*, died very suddenly last month in New York. He was 61 years old.



# VARNISHES.

**How They Are Made—Numerous Formulas—"Oil" Versus "Spirit" Varnishes—The Properties which a Good Product Must Have—How These Are Produced—An Informing Article Covering Almost Every Phase of the Subject.**

By "AN EXPERT."

[NOTE BY THE EDITORS.—Many druggists will utilize the formulas and the information contained in this excellent article directly in the preparation of varnishes for sale under their own label; others will not care to do this; but even the latter will find it profitable to read the article through with care. That the pharmacist cannot know too much about the nature of the goods, even the side lines, which he sells, is a statement not open to doubt; and here is an admirable opportunity to obtain knowledge concerning varnishes which will be of great service to the druggist in buying, handling and selling them, even if he should not contemplate their manufacture himself. The article is written by a man who has had a wide experience in the manufacture of varnish, and it is manifest that he speaks with authority.]

## WHAT VARNISHES ARE MADE OF.

Varnish is a solution of resinous matter forming a clear, limpid fluid capable of hardening without losing its transparency. It is used to give a shining, transparent, hard, and preservative covering to the finished surface of woodwork, capable of resisting in a greater or less degree the influence of the air and moisture. This coating, when applied to metal or mineral surfaces, takes the name of lacquer, and must be prepared from resins at once more adhesive and tenacious than those entering into varnish.

The resins, commonly called gums, appropriate to varnish are of two kinds—the hard and the soft. The hard varieties are copal, amber, and the lac resins. The dry soft resins are juniper gum (commonly called sandarac), mastic and dammar. The elastic soft resins are benzoin, elemi, anime, and turpentine. The science of preparing varnish consists in combining these classes of resins in a suitable solvent, so that each conveys its good qualities and counteracts the bad ones of the others, and in giving the desired color to this solution without affecting the suspension of the resins, or detracting from the drying and hardening properties of the varnish.

## "SPIRIT" VS. "OIL" VARNISHES.

In spirit varnish (that made with alcohol) the hard and the elastic gums must be mixed to insure tenderness and solidity, as the alcohol evaporates at once after applying, leaving the varnish wholly dependent on the gums for the tenacious and adhesive properties; and if the soft resins predominate, the varnish

will remain "tacky" for a long time. Spirit varnish, however good and convenient to work with, must always be inferior to oil varnish, as the latter is at the same time more tender and more solid, for the oil in oxidizing and evaporating thickens and forms resin which continues its softening and binding presence, whereas in a spirit varnish the alcohol is promptly dissipated, and leaves the gums on the surface of the work in a more or less granular and brittle precipitate which chips readily and peels off.

Varnish must be tender and in a manner soft. It must yield to the movements of the wood in expanding or contracting with the heat or cold, and must not enclose the wood like a sheet of glass. This is why oil varnish is superior to spirit varnish. To obtain this suppleness the gums must be dissolved in some liquid not highly volatile like spirit, but one which mixes with them in substance permanently to counteract their extreme friability. Such solvents are the oils of lavender, spike, rosemary, and turpentine, combined with linseed oil. The vehicle in which the resins are dissolved must be and remain soft, so as to keep soft the resins which are of themselves naturally hard. Any varnish from which the solvent has completely dried out must of necessity become hard and glassy and chip off. But, on the other hand, if the varnish remains too soft and "tacky," it will "cake" in time and destroy the effect desired.

## IMPORTANT CONSIDERATIONS.

Aside from this, close observers if not chemists will agree that for this work it is much more desirable to dissolve these resins in a liquid closely related to them in chemical composition, rather than in a liquid of no chemical relation and which no doubt changes certain properties of the resins, and cuts them into solution more sharply than does turpentine or linseed oil. It is a well known fact that each time glue is liquefied it loses some of its adhesive properties. On this same principle it is not desirable to dissolve varnish resins in a liquid very unlike them, nor in one in which they are quickly and highly soluble. Modern effort has been bent on inventing a cheap varnish, easily prepared, that will take the place of oil varnish, and the market is flooded with



benzine, carbon bisulphide, and various ether products which are next to worthless where wearing and durable properties are desired.

#### FORMULAS.

With these remarks as a preliminary, below will be found some formulas and directions for making high-grade goods along successful lines:

#### 1. Spirit Varnishes.

##### *A Very Hard Varnish.*

|                   |            |
|-------------------|------------|
| Gum lac.....      | 20 parts.  |
| Juniper gum ..... | 8 parts.   |
| Elemi .....       | 4 parts.   |
| Alcohol .....     | 100 parts. |

##### *A Clear and Tender Varnish.*

|                  |          |
|------------------|----------|
| Juniper gum..... | 1 part.  |
| Mastic .....     | 1 part.  |
| Balsam fir.....  | 2 parts. |
| Alcohol .....    | 8 parts. |

##### *A Good Wearing and Tender Varnish.*

|                  |            |
|------------------|------------|
| Juniper gum..... | 20 parts.  |
| Mastic .....     | 10 parts.  |
| Elemi .....      | 4 parts.   |
| Alcohol .....    | 100 parts. |

Or,

|                          |            |
|--------------------------|------------|
| Juniper gum.....         | 25 parts.  |
| Mastic .....             | 6 parts.   |
| Venetian turpentine..... | 10 parts.  |
| Alcohol .....            | 100 parts. |

##### *Watin's Spirit Varnish.*

|                          |              |
|--------------------------|--------------|
| Juniper gum.....         | 125 parts.   |
| Gum lac in tears.....    | 62.5 parts.  |
| Mastic .....             | 62.5 parts.  |
| Elemi .....              | 31.25 parts. |
| Venetian turpentine..... | 62.5 parts.  |
| Alcohol .....            | 1000 parts.  |

##### *A Superior Tempered Spirit Varnish.*

|                                                                                              |             |
|----------------------------------------------------------------------------------------------|-------------|
| Juniper gum.....                                                                             | 80 parts.   |
| Mastic .....                                                                                 | 100 parts.  |
| Elemi .....                                                                                  | 30 parts.   |
| Concentrated essence of turpentine<br>(turpentine evaporated to one-<br>tenth its bulk)..... | 60 parts.   |
| Castor oil.....                                                                              | 50 parts.   |
| Alcohol .....                                                                                | 1000 parts. |

For a thicker varnish increase the resins proportionately, but not the turpentine or the castor oil.

##### *A Very Lasting, Golden-glittering Varnish.*

|                                                                      |            |
|----------------------------------------------------------------------|------------|
| Powd. benzoin.....                                                   | 10 parts.  |
| Alcohol, enough to make.....                                         | 100 parts. |
| Pure saffron, roughly broken up, about six<br>threads to each ounce. |            |

Macerate three days and filter. Vary the quantity of saffron according to the shade desired. Mastic and juniper

gum may be added to this varnish if a heavier body is desired. A variation of this formula will be:

Benzoin,  
Juniper gum,  
Gum mastic, equal parts.

Dissolve the gums in nine times their weight of alcohol (varied more or less according to the consistency wanted), and color to the desired shade with threads of pure saffron. This varnish is very brilliant and dries at once.

##### *A Very Smooth Varnish.*

|                          |            |
|--------------------------|------------|
| Sandarac .....           | 100 parts. |
| Mastic .....             | 50 parts.  |
| Venetian turpentine..... | 20 parts.  |
| Elemi .....              | 5 parts.   |
| Castor oil.....          | 5 parts.   |
| Alcohol (90%).....       | 850 parts. |

##### *Amber Colophony Varnish—Quick-drying.*

|                             |           |
|-----------------------------|-----------|
| Amber colophony.....        | 8 parts.  |
| Benzine (sp. gr. 0.71)..... | 14 parts. |
| Linseed oil varnish.....    | 3 parts.  |
| Gum turpentine.....         | 1 part.   |

Melt the resins in the oil varnish, cool, add the benzine and mix well. This varnish wears well and resists moisture.

##### *Aromatic Spirit Varnish.*

(For Cabinets, Fan Boxes, Handkerchief Cases, etc.)

|                         |        |
|-------------------------|--------|
| Strained styrax .....   | 5ij.   |
| Gum benzoin .....       | 3vj.   |
| Balsam Peru .....       | 5ij.   |
| Aloes .....             | 3iv.   |
| Myrrh .....             | 3iv.   |
| Balsam tolu .....       | 5ij.   |
| Po. ext. licorice ..... | 5ij.   |
| Gum olibanum .....      | 5j.    |
| Mastic .....            | 3iiij. |
| Tr. cinnamon .....      | 5j.    |
| Alcohol .....           | 364.   |

Mix; let stand 7 days; filter before using.

##### *Spirit Picture Varnish.*

|                          |           |
|--------------------------|-----------|
| Sandarac .....           | 24 parts. |
| Mastic .....             | 8 parts.  |
| Copaiba .....            | 4 parts.  |
| Venetian turpentine..... | 6 parts.  |
| Oil of turpentine.....   | 8 parts.  |
| Alcohol .....            | 80 parts. |

Mix, macerate 7 days and filter.

See that the picture to be varnished is perfectly clean and dry. Go over it twice with clear collodion, and let each coat dry thoroughly. Then apply one to three coats of the varnish, letting each coat dry thoroughly before putting more on. Apply only sufficient to get the effect desired. Oil colors must be quite dry before being varnished.

##### *Colorless Varnishes.*

|                      |           |
|----------------------|-----------|
| (1) Sandarac .....   | 8 parts.  |
| Chloroform .....     | 1 part.   |
| Oil of lavender..... | 6 parts.  |
| Alcohol .....        | 40 parts. |



- (2) Dammar .....2 parts.  
Acetone .....9 parts.
- (3) White shellac .....5 parts.  
Mastic .....1 part.  
Oil of turpentine.....1 part.  
Sandarac .....5 parts.  
Alcohol .....80 parts.
- (4) Orange shellac.....2 parts.  
Alcohol .....16 parts

Macerate these varnishes from 6 to 10 days. Then stir in two ounces to the pint of fresh bone-black, place on a water bath, and boil the whole for five minutes. Filter off a small portion and, if not colorless, stir in a fresh portion of bone-black and boil a few minutes longer. Finally strain through silk, or, better, filter.

This makes a clear, limpid, colorless varnish which may either be concentrated by evaporation, or diluted by the addition of spirits—or of more acetone in the case of formula Number 2. These varnishes may be tempered or made more elastic by the addition of cold pressed castor oil to the alcohol or acetone before being added to the resins. These varnishes are used to give luster and brilliancy to colors in oil, enamel paints, fine sign work, pictures, etc. White enamel paint covered with this varnish preserves its color indefinitely, and does not turn yellow.

#### COLORING "SPIRIT" VARNISHES.

The next step to be considered is the coloring of these varnishes, and in this work modern art in no way approaches the old school. For this purpose are used, separately and in blends, saffron (brilliant golden-yellow), dragon's-blood (deep reddish-brown), gamboge (bright yellow), Socotrine or Bombay aloes (liver brown), asphalt, ivory and bone-black (black), sandalwood, pterocarpus santalinus, the heart-wood (dark red), Indian sandalwood, pterocarpus indica, the heart-wood (orange red), Brazil wood (dark yellow), myrrh (yellowish to reddish-brown; darkens on exposure), madder (reddish-brown), logwood (brown), red scammony resin (light red), turmeric (orange yellow), and many others according to the various shades desired.

—In coloring spirit varnish the alcohol should always be colored first to the desired shade before mixing with the resin, except where ivory- or bone-black is used. If the color is taken from a gum, due allowance for the same must be made in the resins of the varnish. For instance, in a varnish based on mastic 10 parts, and tender copal 5 parts, in 100 parts, if this is to be colored with, say, 8 parts of dragon's-blood (or any other color gum), the resins must be reduced to mastic 8 parts, and tender copal 4 parts. Eight parts of color gum are here equivalent to three

parts of varnish resin. This holds true with gamboge, aloes, myrrh, and the other gum resins used for their color. This seeming disproportion is due to the inert matter and gum insoluble in alcohol, always present in these gum resins.

#### FACTS ABOUT "SPIRIT" VARNISHES.

Alcohol will hold in solution only about one-third of its weight in resins. Turpentine must be added always last to spirit varnish. Turpentine in its clear, recently distilled state will not mix with alcohol, but must first be oxidized by exposing it to the air in an uncorked bottle until a small quantity taken therefrom mixes perfectly with alcohol. This usually takes from a month to six weeks. Mastic must be added last of all to the ingredients of spirit varnish, as it is not wholly soluble in alcohol but entirely so in a solution of resins in alcohol. Spirit varnishes that prove too hard and brittle may be improved by the addition of either of the oils of turpentine, castor seed, lavender, rosemary, or spike, in the proportion required to bring the varnish to the proper temper.

#### SHELLAC VARNISH

is made in the general proportion of three pounds of shellac to a gallon of alcohol, the color, temper, etc., to be determined by the requirements of the purchaser, and the nature of the wood to which the varnish is to be applied. Shellac varnish is usually tempered with sandarac, elemi, dammar, and the oils of linseed, turpentine, spike, or rosemary.

#### 2. Oil Varnishes.

Having seen in a general way how spirit varnish is compounded, the next group will include the more difficult oil varnishes. Old varnishers began by boiling their oils to an extent to render them siccativ, and then after cooling, mixed in the resins in the form of powders, having reheated the oil to a lesser degree; otherwise the high temperature necessary to boil the oil would burn and injure the delicate gums and resins used. This rational process has not been improved upon, and its importance is appreciated only when the manufacture of oil varnish is attempted without this preliminary. Oil varnish should be finally diluted with turpentine to the consistency appropriate to applying at least five or six coats. When conditions are suitable, experienced men favor ten to fifteen coats, each put on very thin and allowed to dry thoroughly before another is applied. In color varnish each succeeding coat should be a little darker than the preceding one. This is on the theory that the first coats, being lighter, will



reflect light and brilliancy through the succeeding darker varnish.

*A Well Tempered Varnish.*

|                           |          |
|---------------------------|----------|
| Dammar .....              | 2 parts. |
| Plum tree gum.....        | 1 part.  |
| Venetian turpentine ..... | 1 part.  |
| Linseed oil .....         | 2 parts. |

Break up the resin and melt it. Dissolve the gum in the linseed oil and pour into the resin; then add the Venetian turpentine, place on a light fire and mix well. Finally, add spirits of turpentine to make of the right consistency.

*A Quick-drying Varnish.*

- (1) Frankincense,  
Juniper gum, equal parts.

Powder finely and dissolve in half their weight of Venetian turpentine over a slow fire. Finally add spirits of turpentine sufficient to give the desired body.

- (2) Mastic .....2 parts.  
Venetian turpentine .....1 part.

Powder the mastic, mix with the Venetian turpentine over a slow fire, and add spirits of turpentine in sufficient quantity.

The above three formulas make excellent picture varnish as well as varnish used for woodwork. Where a very heavy body varnish is desired to finish with in one of two coats, the turpentine used is prepared as follows: Take 8 parts of oil of turpentine, boil on a slow fire until the residue equals one part, let this cool, and dissolve it in from one to three parts of warm oil of turpentine.

*A Good Varnish for Dark Wood.*

- (1) Boil 12 parts of linseed oil until it scorches a feather: let cool, and add in powder form:

|                       |          |
|-----------------------|----------|
| Juniper gum .....     | 2 parts. |
| Aloes, hepatica ..... | 1 part.  |

Heat gently until dissolved, and dilute with turpentine oil as desired.

- (2) Linseed oil.....4 parts.  
Spirit of turpentine.....2 parts.  
Aloes, hepatica,  
Juniper gum, of each.....1 part.

Proceed as in No. 1. No. 2 is more tender.

*Oil Varnish that Wears Well.*

- (1) Mastic,  
Juniper gum, of each.....2 parts.  
Linseed oil,  
Alcohol, of each.....3 parts.

Mix, and boil well over slow fire. Add spirits of turpentine in sufficient quantity.

- (2) Linseed oil .....1 part.  
Gum dammar .....3 drachms.

Boil together in a closed vessel and add spirits of turpentine in sufficient quantity.

- (3) Linseed oil .....32 parts.  
Dammar .....4 parts.  
Pine resin .....1 part.

Proceed as in No. 1.

- (4) Juniper gum .....1 part.  
Turpentine gum .....2 parts.  
Oil of turpentine.....4 parts.

Proceed as in No. 1.

- (5) Mastic,  
Juniper gum, of each.....4 parts.  
Gum turpentine.....1 part.  
Oil of lavender.....4 parts.  
Linseed oil .....8 parts.

Proceed as in No. 1.

A very transparent varnish is made by mixing six parts each of balsam of fir and oil of turpentine with one part dammar.

Amber and hard copal varnishes are very beautiful and lasting when well made by fusing the gums (which requires special appliances, high temperature, and great precaution), and then combining them with turpentine and linseed oil, which must be added hot, in the quantities necessary to get the body and temper desired.

*Japan Varnish.*

|                        |            |
|------------------------|------------|
| Oil of turpentine..... | 90 parts.  |
| Oil of lavender.....   | 120 parts. |

Mix and completely dehydrate by digestion with calcium chloride. To the product add:

|                   |           |
|-------------------|-----------|
| Camphor .....     | 1 part.   |
| Tender copal..... | 90 parts. |

Put the vessel on hot ashes or on a slow sand bath and shake frequently until the copal is dissolved. Set aside 24 hours and filter.

Genuine Japan varnish is said to be the product of a tree indigenous to Japan. It is obtained from exudation and by extraction from the wood, and gives a coating much harder than the best copal varnish, without brittleness. It takes a high polish which lasts for centuries, and is proof against water, alcohol, and most every substance known.

*COLORING "OIL" VARNISH.*

A most difficult problem now presents itself in giving to oil varnish a desired and permanent color. Only a very few appropriate color bodies are directly soluble in oil, and therefore much manipulation is necessary to impart desirable colors to oil varnish without detracting from its transparency. It is almost impossible to lay on evenly a varnish in which a substance is held imperfectly in solution. Probably the only exception to this rule is pure ivory- or bone-black, a very light homogeneous and finely divided powder which is often used to make varnish a dead



black. But the best varnishers object even to this, preferring to use first a black finely ground in oil and finish with a clear, colorless varnish, where a brilliant black surface is desired.

The first principle of varnish making is to have always a perfect solution, either filtered or decanted from the insoluble matter that may appear after the mixture is completed. Color must therefore be added to varnish without affecting its brilliancy or the perfect solution of its component parts.

Oil has the peculiar property of holding in solution many substances not directly soluble in the oil, but which may be dissolved in a volatile liquid that also dissolves the oil, and after mixing the two and driving off by evaporation the common solvent, the body indissoluble in the oil itself is found in perfect solution therein. This principle affords the only possibility of imparting certain colors to oil varnish.

The following general formula will show

#### THE METHOD OF PROCEDURE IN COLORING OIL VARNISHES:

Take of

Sandalwood, or any desired color wood yielding its color to alcohol, in fine powder.....100 parts.

Or,

Of dragon's-blood, gamboge, myrrh, or any color gum:..... 80 parts.  
Alcohol .....1000 parts.

Mix and macerate in the sun or in a warm place for 10 days, shaking the bottle frequently. Filter through cloth and add to the filtrate:

Of the same color wood.....100 parts.  
Or of the same color gum.....80 parts.

Macerate 10 days as above, shake often, and filter through paper. Take a portion of the filtrate and evaporate to two-thirds of its bulk. This will then have the color of the finished varnish. By experimentation and careful memoranda determine the exact shade of color desired, and color the entire filtrate accordingly. To lighten the color use gamboge dissolved in alcohol. To darken it use a solution of dragon's-blood or asphalt. Now reduce the alcohol, properly colored, on a water-bath to one-half its bulk; add 667 parts of oxidized turpentine, and volatilize the alcohol at a temperature above the boiling point of alcohol and below that of turpentine, after which remains 667 parts of colored turpentine. This is the colored essence of oil varnish. After the alcohol is dissipated, raise the temperature slightly for a few minutes to drive off the water that may have been in the alcohol. The red shades of color in turpentine may be lightened by the addition of a solution of gamboge in turpentine prepared as above, or darkened with a solution of dragon's-blood or sandalwood in alcohol, and the alcohol driven off as described. But to lighten turpentine colored with sandalwood a solution of gamboge in alcohol must be used, and the alcohol driven off, for a solution of gamboge in turpentine precipitates sandalwood in turpentine. An alcoholic solution of sandalwood

oxidizes with age and darkens in color, but this is not true of a solution of sandalwood in turpentine. It must also be remembered that all colors are more or less changed by contact with alkali. The above additions to lighten or darken the color must not be used in sufficient quantity to change in a great degree the composition of the varnish.

Now to finish this varnish take

Mastic .....10 parts.  
Tender copal .....5 parts.  
Turpentine colored as above.....100 parts.

Mix, and finally add:

Raw linseed oil (as old as possible) .5 parts.

Mix thoroughly by placing the mastic in a vessel, add the turpentine, and agitate occasionally until dissolved. This takes from 24 to 36 hours. When quite dissolved add the copal, which will dissolve in the same length of time. Mix in the linseed oil, let stand 10 days and filter. When the turpentine is colored with dragon's-blood or a color gum, reduce the mastic to 8 parts, and the tender copal to 4 parts.

This is the highest grade of oil varnish and is intended to be laid on in from 8 to 12 or 14 coats. However, if after a few coats are laid on the color is deep enough, you may finish with one coat of mastic, 20 parts; tender copal, 10 parts; colored turpentine, 100 parts; linseed oil, 12 parts. Mix as above.

It is almost impossible to get pure raw linseed oil in the market, and it is desirable to obtain this by exhausting ground linseed with carbon disulphide and recover the same, which leaves a pure oil of the highest quality for varnish purposes.

#### MANUFACTURING HINTS.

Glass, coarsely powdered, is often added to varnish when mixed in large quantities for the purpose of cutting the resins and preventing them from adhering to the bottom and sides of the container. When possible, varnish should always be compounded without the use of heat as this carbonizes and otherwise changes the constituents, and, besides, danger always ensues from the highly inflammable nature of the material employed. However, when heat is necessary, a water bath should always be used; the varnish should never fill the vessel over a half to three fourths of its capacity.

#### THE GUMS USED IN MAKING VARNISH.

Juniper gum or true sandarac comes in long, yellowish, dusty tears, and requires a high temperature for its manipulation in oil. The oil must be so hot as to scorch a feather dipped into it, before this gum is added; otherwise the gum is burnt. Because of this, juniper gum is usually displaced in oil varnish by gum dammar. Both of these gums, by their dryness, counteract the elasticity of oil as well as of other gums. The usual sandarac of commerce is a



brittle, yellow, transparent resin from Africa, more soluble in turpentine than in alcohol. Its excess renders varnish hard and brittle. Commercial sandarac is also often a mixture of the African resin with dammar or hard Indian copal, the place of the African resin being sometimes taken by true juniper gum. This mixture is the pounce of the shops, and is almost insoluble in alcohol or turpentine. Dammar also largely takes the place of tender copal, gum animi, white amber, white incense, and white resin. The latter three names are also often applied to a mixture of oil and Grecian wax, sometimes used in varnish. When gum dammar is used as the main resin in a varnish, it should first be fused and brought to a boiling point, but not thawed. This eliminates the property that renders dammar varnish soft and "tacky" if not treated as above.

Venetian turpentine has a tendency to render varnish "tacky" and must be skilfully counteracted if this effect is to be avoided. Benzoin in varnish exposed to any degree of dampness has a tendency to swell, and must in such cases be avoided. Elemi, a fragrant resin from Egypt, in time grows hard and brittle, and is not so soluble in alcohol as animi, which is highly esteemed for its more tender qualities. Copal is a name given rather indiscriminately to various gums and resins. The East Indian or

African is the tender copal, and is softer and more transparent than the other varieties; when pure it is freely soluble in oil of turpentine or rosemary. Hard copal comes in its best form from Mexico and is not readily soluble in oil unless first fused. The brilliant, deep-red color of old varnish is said to be based on dragon's-blood, but not the kind that comes in sticks, cones, etc. (which is always adulterated), but the clear, pure tear, deeper in color than a carbuncle, and as crystal fiery as a ruby. This is seldom seen in the market, as is also the tear of gamboge, which, mixed with the tear of dragon's-blood, is said to be the basis of the brilliant orange and gold varnish of the ancients.

#### A FINAL WORD.

It is to be hoped that with a little effort, and these few suggestions, naturally abbreviated for lack of space, the druggist of to-day may be able to get in touch with the craftsmen in the varnish trade. When the high price of the varnish on the market is compared with the cost of the products outlined above, it is no surprise that so many mushroom concerns so soon grow to opulence in this business. A hint to the wise druggist is sufficient. The time and labor spent in getting this trade under your roof will never be regretted.

## AROUND THE CAMP-FIRE.

**The Grocers Who Thought They Could Sell Poison as Well as Sugar—That Innocent-looking Lemonade—Children Need no Second Invitation—A Tale with a Moral—Raisins Seasoned with Strychnine.**

By MEMBERS OF "THE BULLETIN FAMILY."

M. J. Arneson, of Wellington, N. S. W., the Australian reader who contributed the interesting series of tales to the Camp-fire last month, is reminded of two or three additional experiences:

#### A SUICIDE CASE.

The place where I first established myself in business had been without a pharmacy for a number of years, and the consequence was that the grocery and merchandise stores were selling poisons much as they did sugar. I gave them a fair warning against this traffic when I started, but it was only the below mentioned accident which eventually put an end to it.

I practiced dentistry as well as pharmacy, and once a month visited a town 20 miles distant in the former capacity.

The morning I was to leave on one occasion a little girl 11 or 12 years of age came to my shop and asked for carbolic acid. I asked her if she had a bottle, and she said: "Mother gave me this," at the same time producing a cup. I told her I could not supply her with it in a cup, and asked her to tell her mother to come herself for it. By the time I left she had not turned up, and I dismissed the matter from my mind.

As accident would have it, I arrived home very



late that evening, and on passing the doctor's place was surprised to find it brightly lighted up, no blinds drawn, and quite a lot of people in great commotion hovering about. I passed along, however, and when I got to my own place my wife informed me that a woman had committed suicide during the afternoon by taking carbolic acid.

Of course I went down-town, met the senior constable, and interrogated him about the matter. It appeared that after I left the girl called at a next door business place shortly before they closed at noon for a half holiday, and asked if they knew where I was. Failing to find me, she went to a general storekeeper who had often been warned against selling poisons, and unable to find him at his business place, had gone to his residence, whence he walked to the shop and gave her the acid in the cup.

The girl took it home, and then, seeing her mother attempting to swallow it, she closed with her and endeavored to get the cup, but did not succeed until after sufficient acid to cause death had been swallowed. In her distress she called in the neighbors, some of whom went to fetch the doctor.

Unfortunately he was away on court business in another town, and as none of those present knew anything about antidotes, or could procure any at the time, the woman paid the penalty with her life.

At last the general stores were persuaded to leave poisons to those better acquainted with them and more qualified to dispense them.

#### THE TALE OF A WHOLESALE GROCER.

Not long after this, another storekeeper came to my shop, and handing over a small parcel, asked me to analyze it for him and tell him the contents. From the heavy weight of it, I suspected it to be white arsenic, and my tests corroborated this conjecture to my satisfaction. So I went to my man and told him that I had analyzed it and would like to hear particulars, if he had more in his possession, and to know what he intended to use the stuff for. Well, he had ordered a 14-pound jar of cream of tartar from his wholesaler, and this was what they sent him; and he showed me an ordinary crockery chemical jar plainly labeled "Cream of Tartar," the label also containing the wholesaler's name. But on checking his invoice he had put the package on the scales, and as the weight was many times more than that billed, he thought the stuff could not be what it was labeled. But he was pleased that its true nature was discovered before any accidents had happened.

#### A PLASTER "BY ANY OTHER NAME."

You know Mrs. Malaprop? Well, she sailed in a few nights ago when all the boys were yarning at the back of the prescription case. She wanted a plaster, but she had unfortunately forgotten the exact name: "Oh, yes—it was—it was—a—*prima-donna plaster!*"

Well, although we keep plasters under the sales counter, I had to go out in the storeroom for it, and as I went through all the boys filed in, shut the door behind them, and exploded! She certainly *was* a prima donna!

#### HOW LEMONADE SHOULD NOT BE MADE.

W. C. Newman, of Sherwood, Ohio, bravely tells this story on himself:

One day last summer we were making up our stock of essence of lemon, and when we had finished the task we had fifteen nice lemons left, minus the peels. So we at once decided to place these in our water-cooler holding about two gallons, and thus make up that quantity of lemonade. This we accordingly did, and the resulting product certainly tasted strong of the lemons. The clerk and myself both took a good, refreshing drink of it, afterward taking it out to the soda fountain and placing in a conspicuous position a large sign indicating that we had some nice lemonade on tap. Now it happened that the evening was an extremely cold one for the summer, and so we had the good fortune (as it afterwards turned out) not to sell any of the lemonade. When closing the store for the night, however, I took another large drink of the stuff, but noticed at the time that it did not seem to taste just right.

I thought no more of the circumstance until I had reached home, but it was not long before I had a nice attack of what might have been summer complaint, cholera, or any other exceedingly uncomfortable ailment. I told my wife that I felt pretty sick, and she at once insisted that I should take something. Bent on getting a drink which should warm up my stomach, I ran across the spiritus frumenti and proceeded to mix up a decoction that was "right." I followed this up with another dose a few minutes later, and after lying down for a time I was able to get some relief, finally becoming easy and going to bed.

In the morning I fell to wondering what on earth could have caused the trouble, and whether or not the lemonade lay at the bottom of it. The first thing I did on opening the store was to inspect that water-



cooler full of lemonade, and I was surprised to find that it had acquired during the night a dark, lead-like appearance. It was anything but inviting. At once I realized that the zinc lining on the bottom of the cooler furnished the explanation, and I lost no time in transferring the two gallons of lemonade to the alley! I report the circumstance in the hope that my fellow druggists will use their heads and their knowledge of chemistry a little more thoroughly than I did in this instance.

#### ENGLISH AS SHE IS WROTE.

Hugh B. Walker, of Kalamazoo, Mich., is responsible for this incident:

While reading over the Camp-fire yarns this afternoon, I recalled a little incident that happened while I was working in a drug store at Eaton Rapids, Mich. The manufacturers of a proprietary cough cure had consigned to us a lot of their product, and had sent along some large posters to be displayed in the window with the preparation. Soon afterwards I made a display of the product and gave one of the posters a conspicuous position. It read as follows: "*Children Help Themselves to Blank's Cough Syrup.*" Everything went well until school was out in the afternoon, when three little girls came in the store and asked for bottles of the cough syrup. I wrapped up a bottle for the first one and handed it over the counter, whereupon she thanked me and immediately started for the door. I was a little bit surprised, and I asked her if she wanted to pay for it. Her reply was: "No, sir. I read the sign in the window asking children to help themselves, and I thought you were giving it away!"

Readers of the BULLETIN may depend upon it that we snatched that poster out of the window pretty quick!

#### AN AMUSING INCIDENT.

A reader who calls himself "Cap Si Cum" recalls the following experience of his earlier years:

If the Camp-fire is still burning, here is another stick of wood to keep it going. During the picture-card epidemic a few years ago I worked in a drug store in Albany, N. Y., and we were overrun with children. One day the proprietor got out of patience and told our new boy to stand by the front door and yell "No" to the first child that came in for cards.

We were all somewhat amused at the boss's anger, and stood around awaiting results with considerable interest. We did not have long to wait. Very soon a small boy opened the door, and just as he passed the threshold our kid yelled "No" in such a loud and fierce tone of voice that the little chap's hair almost stood up straight on his head. He was scared half out of his wits, and stood shivering and trembling in a way that was laughable to see. He managed after a while to get out his message, but in a very faltering and weakened voice: "I want—I want 5 cents—worth—of—Ro—chelle—salts."

Moral: Be sure you're right; then go ahead.

#### HE TOOK STRYCHNINĒ AND LIVED TO TELL THE TALE!

Walter Metzner, of St. Helena, Cal., relates the following incident:

I always read the Camp-fire stories with a great deal of interest, and I feel moved to contribute one of my own. Mr. Smith, my employer, has a ranch about a mile from town, and there he busies himself when store duties permit. Among other things, he has been in the habit of poisoning raisins with strychnine and using them to kill all sorts of varmints, keeping the unused raisins under lock and key in the tool-house. At the time of which I speak he had a man working for him and had given him the keys to the tool-house, but had neglected to say anything about the poisoned raisins. After eating a hearty dinner one day, the man happened to be looking around and discovered the raisins. What did he do but eat three of them, when, not liking the taste, he desisted. Each raisin, it may be said, contained from one-fourth to one grain of strychnine!

In a few minutes the man became violently ill and successfully relieved himself of all that he had eaten at dinner. He did not think anything further of the incident, however, until a few days later he saw the "boss" using the raisins, and then he told his story. He is still wondering how he escaped, and we are doing some wondering also on the side. He suffered no consequences except the loss of his dinner, and can't imagine how he got away with his life.

He did not know, nor did we tell him, that too large a dose of poison often has this result. It is well known that persons who take poison with suicidal intent often go too far and defeat their own ends.



## A HOUSECLEANING WINDOW.

This display is contributed to the BULLETIN by a British subscriber—J. Austin Bayes, of Fenny Stratford, England. It shows a window devoted to an exhibition of spring housecleaning aids. The effort is made to contrast the articles used now for such

perched on the sign-post in the center, while other representations of spring are made on the floor of the window.

At the base of the sign-post are shown two figures—the traditional man and the maid. They are meet-



purposes with those formerly employed. On one side of the window "The Old Way" of doing things is exhibited; on the other "The New Way" is set forth. The signs on the guide-post in the center are to be seen in the engraving, and one may also read the legend across the top: "The Old Order Changeth, Giving Place to the New." Among the old-fashioned articles exhibited at the left side of the window are Fuller's earth, beeswax, turpentine, and other "foul-smelling things valued in the last century and in the one before it." On the right side is shown such excellent and modern products as Mr. Bayes himself gets up out of the kindness of his heart for the convenience and economy of his patrons! Among these are his own brand of cloudy ammonia, a furniture polish, a glove cleaner, and a preparation for making carpets and rugs look considerably better than they did when they were new. In order to give a realistic look to the window a couple of birds are

ing at the parting of the ways, and their dialogue is as follows:

"Where are you going, my Pretty Maid?"  
"I'm going spring cleaning, sir," she said.

"May I go with you, my Pretty Maid?"  
"Yes, if it please you, sir!" she said.

"And where is your first call, Pretty Maid?"  
"At Horton and Bayes's, sir," she said.

"And which way take you, fair maid?" said he.  
"I shall take the new way, sir," said she.

"But I'm going this way, don't you see?"  
"And that won't suit me, sir," said she.

"Then I like old ways the best, Fair Maid!"  
"And I have no love for them, sir," she said.

"Well, I can't marry you now, Fair Maid!"  
"Nobody asked you, sir," she said.



## WHYS IN PHARMACY.

**The Thousand and One Processes of Pharmacy and Chemistry Explained—Things which Every Pharmacist Ought to Know—Especially Adapted to the Needs of the Clerk and the Student.**

By EDSEL A. RUDDIMAN, Ph.M., M.D.,

Professor of Pharmacy and Materia Medica, Vanderbilt University, Nashville, Tenn.

*(Concluded from page 23 of the January BULLETIN.)*

### ALKALOIDS AND THEIR ESTIMATION (CONTINUED).

Why, in estimating morphine in laudanum, is water added to the concentrated tincture? To precipitate resinous matter.

Why, in estimating morphine in laudanum, does a precipitate sometimes form on evaporating the filtrate to the fourteen grammes? The precipitate is probably narcotine. Narcotine exists in opium loosely combined with an acid, and the heat during evaporation decomposes the salt, liberating narcotine, which is insoluble in water.

Why does morphine acetate become less soluble with age? It loses acetic acid, leaving the free alkaloid.

Why should the solution of ferric chloride used in testing morphine be nearly neutral? Any excess of acid destroys or prevents the coloration.

Why does Froehde's reagent (ammonium molybdate in sulphuric acid) give a blue color with morphine? Morphine reduces molybdic acid to lower oxides of the metal.

Why does iodic acid with starch and morphine give a blue color? Morphine reduces iodic acid, liberating iodine, which gives a blue compound with starch.

Why was the alkaloid narcotine given that name? It was thought at first to be the narcotic principle of opium.

Why is the finding of meconic acid of any importance in a case of toxicology? It indicates that opium and not pure morphine was taken.

Why was the drug cinchona given that name? From the fact that the wife of the fourth Count of Chincon was cured of malaria by it and she introduced it into Europe.

Why should cinchona be in very fine powder for assay purposes? The bark is hard to exhaust.

Why is a mixture of alcohol, chloroform, and ammonia used to extract the alkaloids in assaying the

bark? Ammonia liberates the alkaloids, which are then dissolved in chloroform and alcohol.

Why should care be taken to measure accurately and to allow no evaporation of this liquid? Two hundred cubic centimeters is used to extract the drug, and one hundred cubic centimeters of this is taken to represent one-half of the drug taken. If evaporation is allowed, one hundred cubic centimeters will represent more than one-half.

Why is the residue which is left after evaporating one hundred cubic centimeters treated with dilute sulphuric acid? Acid converts the alkaloids into sulphates which are soluble. Filtering this solution keeps back the resinous matter.

Why is the acid fluid then shaken with ammonia and chloroform? Ammonia liberates the alkaloids and the chloroform dissolves them. This method of assay depends upon two great principles, viz., free alkaloids are generally insoluble in water but soluble in the immiscible solvents, while alkaloidal salts are generally soluble in water but insoluble in the immiscible solvents.

Why is the chloroform solution of alkaloids evaporated on powdered glass in estimating the percentage of quinine in cinchona bark? Glass breaks up the residue left on evaporating the chloroform so that the ether subsequently used will have a better chance to act.

Why "From the amount of residue obtained in capsule A deduct the residue in capsule B"? The ether which yielded the residue in capsule A dissolved all of the quinine and was saturated with the "other alkaloids," while the ether which yielded the residue in capsule B was saturated with the "other alkaloids." Subtracting "other alkaloids" from the mixture of quinine and "other alkaloids" leaves quinine. This method of estimation is only approximate, as the presence of some alkaloids affects the solubility of other alkaloids.

Why does multiplying the remainder by twenty



give the percentage? The 50 Cc. of solution taken represents the amount of quinine in 5 Gms. of the bark. Since the remainder is the quinine in 5 Gms. of bark, if this is multiplied by twenty it will give the amount in one hundred grammes of bark—the percentage being so many parts in one hundred.

Why is quinine (free alkaloid) mixed with ammonium sulphate and water, and then dried, in the official method of testing quinine for other cinchona alkaloids? In order to convert all the alkaloids into sulphates, ammonia being volatilized.

Why are the alkaloids converted into sulphates? Because quinine sulphate is more insoluble in water than the other sulphates, and treating this mixture of ammonium sulphate with water dissolves most of the sulphates of alkaloids other than quinine and comparatively little of the quinine sulphate.

Why is the mixture of alkaloidal sulphates and water macerated and filtered at a temperature of 15°C.? So as to get uniform results. If the temperature is much higher than that there will be so much quinine sulphate dissolved that the results will not be correct even though more ammonia is used.

Why is ammonia added to the filtrate? By adding the stated amount of ammonia to the given amount of filtrate, enough ammonia is added to liberate all of the alkaloids and to redissolve the quinine which is present but not the other alkaloids. The test is based on two principles: (1) the comparative solubility of the sulphates of alkaloids other than quinine in water, and (2) the comparative insolubility of these alkaloids in ammonia when in the free state.

Why are the other salts of quinine converted into the sulphate in applying this test? To get uniform results and to fulfil the condition as laid down in the first principle.

Why is quinine bisulphate better than the sulphate in making pills? It is less bulky.

Why is quinine tannate nearly tasteless? Because it is so nearly insoluble.

Why is manganese dioxide preferred by some workers to potassium dichromate, in testing for strychnine? Potassium dichromate itself gives a color that may hide the strychnine color if strychnine is present in only small amounts.

Why is the extract of *nux vomica* shaken with the mixture of alcohol, water, and ammonia in assaying it? To dissolve the extractive matter and liberate the alkaloids from the acid present so that they will be dissolved in the chloroform used subsequently.

Why must care be used to evaporate all of the ammonia before adding the 10 Cc. of decinormal

acid? Any ammonia left would neutralize acid and act as that much alkaloid.

Why is Brazil wood used as the indicator? Because it is affected about as readily by alkaloids as any of the indicators. Methyl orange may be used in place of it.

Why is centinormal potassium hydroxide used to titrate back the excess of decinormal acid? Rather more accurate results can be obtained than when decinormal alkali is used.

Why divide the number of cubic centimeters of centinormal potassium hydroxide by ten? So as to reduce the centinormal to its equivalent in decinormal.

Why subtract this quotient from ten? Ten cubic centimeters of decinormal acid were used at first. Subtracting the above quotient from ten, the remainder is the number of cubic centimeters of acid which were taken up or neutralized by the alkaloids.

Why multiply the remainder by 0.0364? Each cubic centimeter of decinormal acid neutralizes 0.0364 Gm. of a mixture of strychnine and brucine when in equal proportions. The product is the weight of alkaloids in the extract taken.

Why is this product multiplied by 50? The assay method gets the alkaloids in two grammes of extract, and by multiplying by 50 gives the weight in 100 grammes.

Why is it difficult to tell when the acid is exactly neutralized by the alkali? The liquid which is to be titrated is always colored, and a colored precipitate of extractive matter is formed. It is better to add neutral Mayer's reagent, or a solution of iodine, to the acid solution, filter, and then titrate the filtrate with the alkali.

Why is the assay of belladonna rather unsatisfactory? The alkaloids are present in only a small percentage, and are quite easily decomposed by heat and by alkalies.

Why is the gravimetric method of assaying aconite objectionable? Aconite contains several alkaloids that can be put into two classes, the aconitine alkaloids and the aconine alkaloids, the former being active and the latter nearly inert. The aconitine alkaloids are converted to some extent into the aconine compounds in drying the drug, and by heat and alkalies during the process of assay; and though a large amount of alkaloids are obtained a variable proportion of them are inert.

Why should the use of aconitine be discouraged? The commercial article is extremely variable, and absolute aconitine is one of the most active of drugs.



Why is atropine not readily precipitated from aqueous solutions of its salts by the addition of an alkali? Alkalies liberate the alkaloid, but it is more soluble in water than most other alkaloids.

Why is hydrastine called "white alkaloid"? In order to distinguish it from berberine, the "yellow alkaloid." Berberine was separated before hydrastine and it was first called hydrastine.

Why is pilocarpine preferable to pilocarpus? It is more uniform in strength. Pilocarpus contains

another alkaloid, jaborine, which is antagonistic to pilocarpine.

Why does physostigma vary so much in activity? It contains two alkaloids, physostigmine and calabarine, which vary in proportion and are antagonistic to one another.

Why should the use of official veratrine be discouraged? It is a mixture of alkaloids and varies in proportion to its different ingredients.

(Conclusion.)

## TEN DRUG-STORE RULES.

By GEO. W. HAGUE, Ph.C.

Almost every druggist doubtless has rules for the guidance of himself and his clerks in the store. Many of these sets of rules are excellent, but I think it is safe to say that in a good many instances they are impracticable. For instance, a common injunction is the following: "Put a new label upon every prescription bottle which comes in to be renewed, no matter how clean the original label may be." Now this is an excellent rule, but suppose you are in the store alone and have several patrons waiting for prescriptions and in a hurry to get home. Would there be time to carry it out? Would it be even advisable to try it?

A good store rule or method, if it is to be lived up to rigidly, must be so simple and convenient in adoption that it would be harder to break it than to observe it. Let the proprietor establish no methods or rules which he will be the first to break on a convenient occasion! He cannot expect his assistants to abide by advice which he ignores himself. Let me indicate briefly a few rules which I have established in my own pharmacy, and which I believe cannot be violated to any advantage.

1. In case of fire, (a) remove all such explosives as benzene, (b) rescue all licenses and diplomas, (c) see that the prescription books are carried out, (d) look after the safe and (e) the desk, and if possible save such goods as expensive essential oils, alkaloids, and the like.

2. Have a letter-box or basket arranged with two compartments in it. On one compartment have the word "Rush" printed; on the other place the legend "When You Go." The "Rush" letters the boy mails at once; the "When You Go" letters he mails when

he happens to be going out toward the post-office or by a letter-box.

3. In placing soiled utensils in the sink or on the sink ledge, separate those in which oils have been used from the others. For instance, put those of one type on one side of the sink, and those of the other type on the opposite side. The porter or boy will then know which utensils will require a rinsing only, and which of them will need to be washed with soap and a brush. This rule will save much time.

4. Stand two boxes side by side behind the counter. Mark one "Deliver;" mark the other "To Be Called For." As fast as packages are wrapped up at the counter, they may be placed in the proper one of these boxes, instead of being mixed together in the usual manner. I may say that I had no end of trouble until I devised this simple method.

5. In passing one another behind the counter, clerks should always keep to the right in accordance with the universal rule. Let the manager get out of the porter's way if it is "up to him" to do so.

6. Instead of giving your clerks such holidays as happen to come on their days off, give each clerk every other holiday alternately, thus permitting him to have seven a year. This method changes the days at the end of the year without a skip, and each clerk has what he did not have the previous year. Moreover, a clerk can thus tell years ahead what holiday he is going to have off.

7. Whenever it becomes necessary to refuse a customer credit, let the chief man in the store do the refusing—the proprietor or his manager, as the case may be. Do not trust this delicate duty to a junior clerk or to the boy.



8. Label all drugs exactly as they are called for by the customer. If, for instance, the customer asks for "squaw-root," don't label it "blue cohosh."

9. When two prescriptions calling for capsules, powders, pills, etc., are for one customer, or for different people in the same family, use a different colored box for each prescription.

10. When you are alone in compounding prescriptions, begin by setting all the shelf bottles that you will require on your right-hand side; as you use them, set them one by one on your left-hand side. This will enable you at a glance to see what ingredients you have used without getting the bottles confused.

## AN ADVENTUROUS PHARMACIST.

**The Interesting Story of an Australian "Chemist" Who Lived the Wanderer's Life for a Time—His Experiences in the Gold Fields—How to Live on "Nothing a Year!"**

By GEORGE TURVEY.

In the summer of 1895 I was badly afflicted with a series of nervous ailments brought on by overwork and worry. My system was strung up to such a high tension of physical and mental excitement that the most soothing of friendly voices had no other effect on me than to jar and irritate. In this unenviable frame of mind, and receiving no benefit from medicine, I decided on treating myself to a rambling jaunt through the country, hoping by hard work and fresh air to recuperate my shattered health.

### HE STARTS OUT.

With a heavy heart and a light pocket, I packed up my few little things, including a number of drugs, and, taking the train, left Sydney for Katoomba, a delightful tourist's resort on our lovely Blue Mountains. Three hours afterward I reached my destination, and I spent a couple of weeks climbing up hills and mountains, and inhaling the eucalyptus-scented air, with very great advantage to my health. Then I proceeded to a little country town called Rylstone, in which place I landed just as devoid of money as the proverbial frog is of feathers. From here my wanderings commenced in earnest. Footing it from place to place, I eked out a precarious livelihood by prescribing, extracting teeth, and playing the violin for country dances. Hearing of a new gold rush, at a place called Stringy Bark, about 22 miles from the famous Gulgong (world renowned as one of the richest gold fields in Australia), I wended my way thither, and after a toilsome tramp in the blazing sun arrived safely on

### THE SCENE OF NOISE AND BUSTLE.

What queer characters one meets on a gold field! Broken-down lawyers, bank managers, scholars and

artists are to be seen, and pretty much every trade and profession you could think of has its representatives seeking the alluring gold, many doing so in the hope of reëstablishing their fortunes, others to gain sufficient for drunken carousals. This being my first acquaintance with a gold field, the noise and confusion caused by cradles rocking, drunken revelers worshipping at the shrine of Bacchus, others singing and behaving in an indescribably noisy and riotous manner, were such new objects of surprise and astonishment to me that I became quite taken up with the surroundings, and gradually the blues began to leave me and a radiant light of surpassing loveliness diffused its warm and permeating influence through my debilitated frame. Landing on the field in a chronic state of impecuniosity, the first thing was to take steps whereby a suddenly awakened appetite could be satiated, and to this end I treated the local storekeeper to my plaintive story, which so moved the bowels of compassion in him that I soon found myself wending my way over to a likely looking spot to build a bark hut, with a small bag of flour, some tea, and a tin of baking powder. I then set to, made a fire, then a damper, and throwing the doughy mass into the live coals, sat down patiently waiting, until such time as 'twas baked. Setting the billy on the fire, I was soon regaling myself on a sumptuous repast of damper and tea.

### EXPERIENCES ON THE GOLD FIELDS.

On damper and tea, indeed, I lived for a whole week, and felt well on it, too; then my lucky star began to show itself on the horizon. One of the prospectors, through heavy drinking, was just on the verge of the d. t.'s, and his mates, hearing I was a "chemist" [pharmacist] came to me, asking if I



could do anything for him. I paid the patient a visit, and after a lecture extending over a quarter of an hour, on the evil effects of liquor, promised to cure him in a week if he would but follow my directions. This he readily acceded to, and I commenced the treatment by giving him a stiff dose of chlorodyne, which put him to sleep for eighteen hours. Seeing him asleep so long, I was on the point of clearing out, thinking I had poisoned him; however, he woke up much refreshed, and so was I. Then I dosed him four times a day on Easton's syrup, and he rapidly recovered. All the party were now my friends, and I had *carte blanche* to get what I wanted from the storekeeper, the butcher, and the baker—and how I *did* live for the next few months.

I had now my bark hut quite finished, having made it snug and warm, for a bitter winter was just setting in. A patent bunk I also made, out of four forked sticks about three feet long, two poles six feet long, and some flour bags, which I slit at the ends, and ran along the poles, securing the forked sticks to the ground. I now chummed in with another young fellow, and we started mining on our own account. We delved away like niggers for a month, for which we reaped the munificent reward of £1 1s. 3d. [about \$5.33]. About this time I started a night school for the benefit of the local lads, but 'twas by no means a success. These wild lads of the Australian bush much preferred shooting kangaroos to learning from books, and I soon gave it up. Lazily seated by the fire one night I heard a tramping noise, and looking round beheld a miner, with his lip split clean open, and generally in a terribly dilapidated condition. I bade him be seated, and had a good look at the lip. The gash was large, and I had no catgut, no antiseptics, and no needles, and also no knowledge as to how a cut should be sewn up. However, necessity is the mother of invention, and an empty pocket sharpens the wits, so I borrowed a house needle and some white cotton, and with these humble instruments put three stitches in, whereupon my patient, after handing me two half-crowns, went on his way rejoicing. As soon as he left I looked at the half-crowns (real ones they were, too!), and the joyful feeling of being once more the possessor of so much money at once made me sing in the fulsome exuberance of elated spirits. Not for over six months had I owned so much at one time, and if the late lamented Queen of England sat down to supper that night in as peaceful a frame of mind as your truly, then, indeed, a happy queen was she.

#### LIVING BY ONE'S WITS.

On this field I spent seven months, meeting with a few queer adventures. One day I gave a man some eye drops in mistake for diarrhea drops, telling him to take a teaspoonful every two hours, and he liked it; in fact, he came back for more, remarking that it was very powerful medicine, and I agreed with him in every particular. Another day a rough, bearded miner came to me, and laying his hand on his stomach, said he had a dreadful pain there, had taken brandy, whiskey, and hot wine, one after the other, which made him very much worse. I laughed and said I should think it would. I hastily reached for the chlorodyne bottle, but he seized my arm, and pointing to his shoulder, said the pain had shifted there and sometimes even went down into his legs. I looked wise, and said, "Yes! poke out your tongue. Ah, yes," with a knowing air, and then seizing his wrist and pulling out a watch, which only went when I did, proceeded to feel his pulse. After about a minute's profound meditation, I made him up some boiled grass, for which I only charged him five shillings.

#### HOMEWARD AGAIN.

About this time the gold supply began to peter out, and feeling strong again, my thoughts began to wander Sydneywards. I struggled along, however, for awhile longer in the hope that some of the prospecting parties would find new leads, but no such luck awaited me, and getting into debt with the local storekeeper, decided to clear out; so packing up once more in the still and silent gloaming I noiselessly stole away, with the intention of tramping to Sydney, a distance of 222 miles. Steadily walking day by day, and camping out on the cold, cold ground by night, I once more reached Rylstone. Walking into the local barber's, I struck up a conversation, during which I explained my intentions of walking to Sydney. He then told me that the local butcher would on the morrow be sending some cattle to Sydney, and more than likely, if I saw him, I would get a free pass down looking after the cattle. This I succeeded in doing, and after an uneventful passage down, reached Blemington at 2 A.M., and here I had to get out, the train going no farther.

#### TO BED OR NOT TO BED!

The morning was sharp and raw, and I had but a few shillings in my pockets. Wistfully gazing at the hotel opposite the station, I debated with myself, as



to whether I should indulge in the luxury of a bed and breakfast, or rough it. I made up my mind to do the latter, so laid me down on the station seat, and had a sleep till the following morning, when, catching the next train, I landed in Sydney, and took up lodging at a cheap boarding house. After "moon-ing" round for a few days, I struck a billet and once more started to dispense for the natives.

If any worn out chemist reads this, I can assure him there is no restorative equal to plenty of walking and sleeping in the open air, with plain, wholesome food. 'Tis nature's great remedy. The long, fatiguing hours attendant on a chemist's business are exceptionally trying, and nature unerringly points the way to a speedy restoration of jaded nerves and drooping spirits.

## CLEANSING UTENSILS IN THE STORE.

### A Paper Full of Practical Information—The Various Cleansing Agents and Their Particular Fields of Usefulness.

What is the best mode of washing bottles or other apparatus of the shop? Is there any science in it? Yes, there is a great deal of science in it, and I think this a very pertinent question.

A boy who can wash druggists' utensils well will make a good druggist. In using his apparatus and utensils, the druggist soils them with a variety of drugs and chemicals many times a day, and the clerk, in cleaning them, learns many a practical lesson in chemistry in the use of solvents and detergents. He should learn to cleanse utensils with quickness and despatch—a very important point, as a mortar or graduate is in use many times a day.

Before cleaning an implement, the first thing to consider is whether the vial or article you are about to wash is worth the chemical you will have to waste upon it. If not, then throw it away; if otherwise, the chemicals are not wasted. Do not count the labor, as it would be the same if merely washing with water. On any article use water first—pure water, or as pure as it runs from the hydrants—and next to that soap. You see I place water first, as it ought to be, in an apothecary's shop. Other people place soap first; but soap is incompatible with a great many chemicals employed in a drug store, and in some cases had better be left out altogether. Water will dissolve out most iodides, nitrates, sulphates, chlorides, etc., with which soap is incompatible, even if they are incorporated with fatty substances, as in ointments. We have known clerks to dash soap-suds right into a graduate which has contained tincture of iron, or solutions of lead or lime, and then have a graduate more difficult to wash out than before, while, if they had used water alone, it would have been cleansed readily.

Cheapness is the thing to be desired in your washing paraphernalia. Some druggists use powdered

pumice stone, sawdust, sand brick, shot, wire and paper; solutions of soap in diluted alcohol; solutions of caustic potassa in water; turpentine, ammonia, benzine, alcohol, ether, chloroform, hot water, and hydrochloric, nitric and sulphuric acids. Some of the above are to be recommended, and others are not; for instance, powdered pumice stone is an excellent thing for scouring Wedgwood mortars and brightening spatulas. It is also useful when introduced into bottles on paper, and a bent wire employed for scouring.

Dry sawdust is good for removing grease from mortars and spatulas after ointments have been made, and in soaking up oil and paint from floors when spilled. Sand brick is useful in scouring spatulas. Shot for washing bottles I do not recommend, not so much from fear of lead poisoning, but because there are better methods for the same purpose, and less expensive ones. Shot that has been thrown into a greasy bottle becomes coated with fat, and is unfit for further use, as it will only dirty the next bottle it is thrown into. The shot itself, when once dirty, is hard to clean, and had better be thrown away. A very handy instrument is the bent wire and paper. With a good steel wire bent into proper shape, and introduced into bottles, we can accomplish wonders. A piece of newspaper, moistened and sprinkled with powdered pumice stone, will scour out of a bottle all deposits of a resinous character. If the bottle has contained any solutions of iron salts, use hydrochloric acid. A bottle that has contained lime water, or in which lime has deposited, is most readily cleansed by hydrochloric acid. The same is true of oxide of zinc when used in a mortar for making ointments. A mortar, after zinc ointment has been prepared in it, if washed ever so much with soap and water, still causes a little water dropped into it to



run into globules, showing the presence of zinc or other substance. A few drops of muriatic acid dropped into it will remedy this, forming chloride of zinc, a very soluble salt.

Nitric acid will best cleanse a vessel which has contained lead solutions, as the other acids form insoluble lead compounds. Carbonate of soda put into fish oil or cod-liver oil bottles, and allowed to stand a few hours, will cleanse them perfectly. A solution of crude potash is an excellent thing to keep on hand, as it is to be preferred to alcohol, ether, benzine or chloroform in cleaning vessels which have contained resins, such as liquid styrax, tolu, benzoin, and all deposits of a resinous character; it is also useful in cleaning vessels which have contained Prussian blue. Alcohol is useful in removing chlorophyl. For ether and chloroform I have no use as cleansing agents, as they are too volatile and too expensive.

Hot water for grease is not to be recommended, because it is not handy to get, and it only melts the grease and causes it to float on the surface; when the water is poured out of the vessel the fat will still adhere to its sides, and have to be washed off with soap and water. Turpentine is useful in removing tar, wax, or resin. I never have had enough success with ammonia to recommend it. It destroys paint if

put on counters or shelving, and makes windows look smeary. The only thing it is good for is to neutralize acids that may have fallen on your clothing. Oxalic acid will temporarily remove tannate of iron stains. Use whiting, or better, precipitated chalk, on your plated show-cases, and rottenstone on brass work. A chamois skin is good to brighten up things with, but a new one scratches, and an old one, if washed, is hard and stiff.

And now we come to the last but not least important consideration, and that is the hands; all the above solvents and detergents will do for the hands if used in moderation and then immediately removed with clear water.

People come to the store with stained clothing, or with dirty bottles purposely left so for the apothecary to clean out, they thinking and firmly believing that we have something with which we can clean these things with very little trouble, but any clerk who has attempted the task can testify to the contrary.

Have you ever seen the customer who brings a dirty tumbler to get his castor oil in, or a vial half full of dead flies, saying: "Won't you rinse it out?" You do *not* know him, I suppose—well, do not make his acquaintance!—Condensed from a paper in the *Druggists Circular*.

## TOILET LOTIONS.

**An Examination of the Popular Preparations of the Market—Their Composition—Two Typical Formulas.**

By PROF. WILBUR L. SCOVILLE.

Glycerinated mucilage is a popular application to the skin as an emollient and soothing agent. There are a number of such preparations in the market, all of them being simple, and strikingly similar in composition and appearance. They are slightly viscid fluids, translucent, and frequently depositing a light filmy sediment on standing.

V. B. Dion has made a partial analysis of several of the leading kinds, and has supplemented this with a comparison of the mucilaginous agents which are applicable to such preparations. The quantity of glycerin in these brands was found to be respectively 10 per cent, 12 per cent, and 25 per cent, by volume. The last quality makes a lotion which leaves the skin sticky on drying and is unpleasant. The smaller proportions of glycerin make a much more agree-

able application. It is not thought that a greater proportion of glycerin than 15 per cent by volume is pleasant to use.

### THE DIFFERENT MUCILAGINOUS AGENTS EMPLOYED.

The greatest differences in the lotions are shown in the mucilaginous agent employed. The agents found were quince-seed, flaxseed, elm bark, starch, and chondrus. Marshmallow is more expensive, more difficult to preserve, and is probably not employed.

Starch is the cheapest agent, and is used in the proportion of one to two drachms per pint. It has but slight emollient qualities in this proportion, and if employed needs another mucilaginous agent to impart these qualities. It may be employed in combination with mucilage of Irish moss, as a partial disguise



to the latter and to impart the opacity which is generally expected in these lotions.

Irish moss mucilage is made by boiling with water in the proportion of one drachm of moss to a pint of water. The boiling should be continued for a full fifteen minutes, and the mixture strained without expression to obtain a smooth and homogeneous mucilage. Even then it is likely to separate a flocculent and filmy mass on standing. It also has a straw color unless special care be taken in selecting the moss and in boiling.

Elm bark mucilage is thick and has excellent emollient properties. It has a decided brownish color, and is easily precipitated by alcohol. It should be made by boiling to reject pectinous matters, which even then are not wholly eliminated. It also deposits a sediment on standing.

Quince mucilage is perhaps the most used of any. Its emollient properties are excellent and it is not unpleasantly viscid. It is miscible with alcohol without coagulation, and its appearance is attractive. But it is difficult to obtain it in a smooth and attractive condition. It is usually betrayed by the presence of minute black specks and a grayish-white sediment which settles on standing.

Flaxseed mucilage resembles quince mucilage in its appearance and physical properties, but is smoother and free from the unsightly specks of the latter. It seems to be the best agent for these lotions from an artistic point of view, and it is not lacking in emollient qualities. Like the others it is best made in the proportion of a drachm of seed to a pint. The following makes a typical mucilage: Pour a pint of boiling water on a drachm of whole seeds, cover, stir frequently during an hour, then

strain without expression. This makes the best appearing mucilage of any of the agents tried.

One of the commercial lotions was found to contain 12 per cent of alcohol; the others contained only traces of alcohol and had antiseptic agents to prevent souring. A small amount of alcohol adds to the stimulating, and, perhaps, to the healing, qualities of the lotion.

#### TWO TYPICAL FORMULAS.

The following formulas are types of lotions now in use. All the mucilages specified are made with boiling water in the proportion of one drachm to a pint.

##### I.

|                            |            |
|----------------------------|------------|
| Starch .....               | 4 drachms. |
| Mucilage of chondrus ..... | 8 ounces.  |
| Boric acid .....           | 2 drachms. |
| Glycerin .....             | 4 ounces.  |
| Cologne water .....        | 4 ounces.  |

Boil the starch with the mucilage of chondrus, add the boric acid and glycerin, and, when cool, the cologne water. Half as much glycerin will make a more pleasant preparation.

##### II.

|                         |            |
|-------------------------|------------|
| Flaxseed mucilage ..... | 8 ounces.  |
| Boric acid .....        | 30 grains. |
| Salicylic acid .....    | 20 grains. |
| Glycerin .....          | 2 ounces.  |
| Cologne water .....     | 4 ounces.  |
| Rose water .....        | 4 ounces.  |

Handkerchief perfumes may, of course, be employed in place of cologne water as scenting agents. It will be found, however, that the brighter odors, as lilac, ylang-ylang, rose, etc., are more agreeable in this than the heavier or more delicate odors.—*South-ern Drug Journal*.





## SELECTIONS.

### SELLING TOOTH-BRUSHES.

For the purpose of advertising our tooth-brush stock and other goods, we arranged a special sale. This lasted two weeks. In order to make it more interesting we gathered up some odds and ends in our tooth-brush stock, ranging from fifteen to twenty-five cents, and placed them in a neat basket together with a large lot of ten-cent brushes. At the back of the basket was fastened a neatly-printed card, about 7 by 11 inches in size, bearing the following inscription:

**A DRIVE ON**

**TOOTH BRUSHES.**

Some of our 25c. Goods are in the Lot. **Your Choice, 10c.**

The basket was placed upon a show-case at the entrance of the store, so as to attract the attention of those entering or leaving the store. About the basket were also placed higher-priced brushes contained in glass jars. During the sale we allowed a discount of 20 per cent on all brushes. We also agreed to give free with each tooth-brush purchased a sample tube of tooth-paste. The distribution of this sample, as well as the low price, sold a number of brushes and at the same time advertised the tooth-paste and the store in general.

We advertised this special sale in two ways: by making a window display of tooth-brushes and all

requisites for the teeth, and by means of an advertisement in the local paper. The window display was prepared by fastening ordinary wrapping twine to the top of the window, the lower end reaching to the bottom. These cords were placed across the entire width of the window, about six inches apart and a foot from the glass. To the cords were fastened tooth-brushes by making a simple loop in the cord and passing the brush through it. In this manner the brushes were fastened the entire length of the cords, the top of each brush reaching the bottom of the one above. Tooth-powder, pastes, liquids, and other requisites for the teeth were displayed in the bottom of the window. On each side were heaps of tooth-paste samples with a small card attached announcing that a free sample would be given with each brush sold. Several green plants were placed in the background so as to blend the colors of the window, producing a pleasing effect.

The following advertisement appeared in the newspapers of the town during this sale:

#### A TOOTH-BRUSH CHANCE.

*For 2 Weeks Only.*

We are going to close out a lot of fine tooth-brushes ranging from 15 cents to 25 cents each, at 10 cents each, and in addition will give you a small tube of tooth-paste with each brush. These goods are worth all we ever asked for them, but we are carrying too large a stock of them and want to dispose of them fast. *This Sale lasts 2 weeks only. Come early and get a 25-cent brush for 10 cents.*

G. S. BLANK, the Druggist.

This sale proved to be the means of selling more tooth-brushes than had been sold for some time, as well as closing out a lot of odds and ends. It was



A HANDSOME NORTH DAKOTA PHARMACY.—On this and the following pages views are shown of the large and well equipped store of A. E. Hodgkinson, of Devil's Lake, N. D. The entire State of North Dakota has a population of only 312,040; there are less than 2000 people in Devil's Lake; and it is quite remarkable that under these circumstances so metropolitan a pharmacy should be seen. The store has three entrances, and practically three separate rooms, all of which, however, open into one another. Two entrances are on one street, and the third on another. The main room—that devoted to drugs, proprietary articles, perfumes, and druggists' sundries generally—is shown on this page.



also a good advertisement for the store and caused the sale of other goods.—EDWIN R. MOHLER in the *Pharmaceutical Era*.

### THE CATCH PHRASE.

There are many instances of where a suitable catch line, well drilled into people, has been of great value in building business. The best catch line is one that fits your business best, and the discovery of such a line is apt to be due more to inspiration than to effort.

Pick the distinctive feature of your stock or business methods and endeavor to express it in a breath.

If you can coin a phrase that expresses your central business idea or emphasizes some feature that marks your store alone, you can make good use of it. It puts into condensed form an idea that will get hold of people and influence them if persistently presented to them. One fact about your business well lodged in the heads of people is as good as a score that do not penetrate. You can make people believe about what you like if you go about it properly. If a man comes to you to-day and tells you there will be a panic inside six months you will pay no attention to him. If another comes to-morrow with the same story he will get no attention, but you will idly wonder what is getting into folks. The third man you will argue the matter with. The fourth will get more of a hearing, and you will begin to see signs of disaster yourself. By the time the tenth man has made the statement you will be ready to tell folks the same story yourself. Possibly you yourself could not be influenced in such a manner, but the common run of people are built that way, and will believe what

they are told often enough. That is why an expressive catch phrase does good. It comes to stand for you and your methods, and of necessity is remembered when goods in your line are wanted. As ordinarily used such a phrase is of little value because it is not properly hammered into people. Such a line should go on letter-heads, bill-heads, stationery, envelopes; should go into every ad or circular, should be seen about the store, should appear on labels. Put it on a sticker to attach to goods and packages. Let people see it everywhere. If it means what it says people are going to respond to it.

I recently made a suggestion to a man who has an extra good and distinctive phrase of this character—one suited to his business and no other. He had used it spasmodically for some time, but made no special effort to impress it on people. I advised him to use it as mentioned above, and in addition to have a sticker about four inches square made, printed in black with a red border, and to have enough of these made to snow the town under with them. Then paste them on sidewalks, telegraph poles, dead walls, and in every available space, having it done in the night, so that it would strike people all at once and as forcibly as possible. The results were instantaneous and wholly satisfactory, while the cost was small. Any one can readily see, I think, that had the same amount of effort been put forth in haphazard fashion, a few stickers being put from time to time, there would have been little or no interest created. This same method will be followed from month to month for some time, using a different method each time.—ULYSSES G. MANNING in the *American Druggist*.



A HANDSOME NORTH DAKOTA PHARMACY.—This view shows the second of the three rooms of Mr. Hodgkinson's pharmacy, and is entered from the other street. On the right are the cigar and tobacco cases, and on the left the confectionery and soda-fountain departments. A table for the accommodation of soda customers is shown in the center, and farther down is an upholstered seat surrounding a column used as a support for the ceiling. The prescription case is seen in the left rear of the picture, and if we were to walk to it, and then turn to the right, we should face the room shown in the first photograph.



## SWEEPING AND BACTERIA.

The methods usually employed in sweeping the store are a broom or brush on a dry floor, or on floors dampened by sprinkling, or with wet sawdust. An eminent authority shows most conclusively that the broom is one of the most active agents against the well-being of humanity. Every time dust is stirred up by the process of sweeping with the dry broom, it fills the air with obnoxious bacteria and death-dealing germs.

A few of the figures are alarming. In a school-room before sweeping 600 bacteria were discovered to the cubic meter of air, and after the room had been swept over 18,000 were found in the samespace. Again, in a small fiber  $1\frac{1}{2}$  inches long, taken from a cocoa matting of a railroad car, 2,000,000 were found. This being true of schoolrooms and railroad coaches, it is a fair comparative test for the store-room, and the sweeping is a most important matter.

A few suggestions in regard to the deleterious effects of dust, or rather the effect of bacteria carried by dust, may not be inopportune, and we quote from an eminent authority on the subject as follows: "It is apparent from observation that in a room swept by the old methods a large amount of dust is raised as high as the ceiling of the room, and that this dust in settling will fall on the tops of desks, window coverings and all projecting ledges, and that the removal of this dirt will consume a large amount of time on the part of the janitor, or in event of his failure to do this, currents of air will be continually sifting the dust down to the floor.

"The large amount of dust on the floor is constantly stirred up by the walking of the people, and

the inhalation of a large amount of dust, particularly when laden with disease germs, is extremely dangerous. It has been found that diphtheria germs will become dried on particles of dust and will remain virulent in this condition for a long time. It is well known that the tubercle bacillus, when dried, retains its infective properties for very long periods, and this is the usual way in which consumption is contracted—*i.e.*, by the inhalation of dried tubercle bacilli.

"While the germs of scarlet fever, measles, whooping-cough, mumps, smallpox and chickenpox have not been isolated and their exact mode of distribution studied, it is unquestionably true that the above-mentioned mode of dissemination holds good to a greater or less degree for these diseases."

Kerosene oil has been used with more or less success in sweeping store floors by many merchants. There is no question but what the principle is right; it kills the dust, but the ordinary method of dipping the broom into a jar or pail partly filled with oil, or saturating an ordinary floor brush, is wrong. Dipping the broom always results in more or less oil being scattered about the floor, around the pail or jar, which greatly increases the chance of a fire.

With the correct principle to work on, ingenious minds have devised the necessary tools. Doubtless sweepers are now offered which accomplish the desired result and eliminate all the disagreeable features attending the usual methods of sweeping. The sweepers are supplied with a tank for holding the kerosene oil, which feeds the brush at the will of the operator. Just enough can be used to kill all dust and not leave a streak of oil to dirty the floor. In



A HANDSOME NORTH DAKOTA PHARMACY.—This shows the last of the three rooms comprised in Mr. Hodgkinson's elaborate store. It runs parallel to the room shown in the preceding engraving, and is devoted chiefly to stationery. The office, concealed by a ground-glass partition, is seen at the end of the room, and architecturally this is simply a continuation of the prescription department shown in the engraving on the preceding page.



fact, they are being offered for carpet-sweeping, and are quite the thing in this line. No danger of moths or germs where these sweepers are used on carpets or rugs. For hardwood polished floors nothing nicer could be asked for.

The size adapted to store-sweeping is large, and every retailer who is desirous of keeping his store clean and of doing away with 95 per cent of the dust will do well to supply his help with these dustless sweepers.—Condensed for the BULLETIN from an article in *The Shoe Retailer*.

#### HOW RADIUM WAS DISCOVERED.

The investigations which resulted in the detection of Becquerel rays began soon after the discovery of the  $x$ -rays, and were intimately connected with it. In the early days of Roentgen rays, there were many facts which suggested that phosphorescence had something to do with the production of these rays. It occurred to several French physicists that  $x$ -rays might be produced if phosphorescent substances were exposed to sunlight instead of to the electrical action of a Crookes tube. Prof. Henri Becquerel, of the University of Paris, undertook experiments to test this supposition as early as 1896, only a few months after  $x$ -rays had been discovered. Among the substances used in these experiments was one containing the metal uranium. This was placed upon a photographic plate, which had first been wrapped in black paper in order to protect it from the light. After the plate had stood in the bright sunlight for several hours it was removed from its paper covering and developed. A slight trace of photographic action

was found at those parts of the plate directly beneath the uranium, just as Becquerel had expected. It was clear that rays of some kind were being produced that were capable of passing through black paper. Since the  $x$ -rays were the only ones then known to possess this power, it seemed as though the problem of producing  $x$ -rays by sunlight was solved.

Then came the fortunate accident. After several plates had been prepared for exposure to sunlight, a storm came up, and the experiments had to be postponed for several days. When the work was resumed, the plates had been lying in the dark room so long that they might easily have deteriorated in some way, so that it seemed hardly safe to use them. But, instead of simply throwing the plates away, Becquerel fortunately developed them, thinking that some action might possibly have taken place in the dark. The result was that he obtained better pictures than ever before. The exposure to sunlight, which had been regarded as essential to the success of the former experiments, had really nothing at all to do with the matter. The essential thing was the presence of uranium; and the photographic effects were not due to  $x$ -rays, but to Becquerel rays. There were many long and difficult steps to take before even our present incomplete knowledge of the subject could be reached; but this fortunate accident was the beginning of the long series of experiments which have already led to the discovery of the new element radium, and which bid fair to revolutionize some of the most fundamental conceptions of physics and chemistry.—From "The New Element Radium," by ERNEST MERRITT in the January *Century*.



A HANDSOME NORTH DAKOTA PHARMACY.—One gets an idea from this engraving how the Hodgkinson store is constructed. The room at the left, devoted to drugs and the like, is the main one, and that at the right, given up to tobacco, confectionery and soda water, is the first of the two rooms entered from the other street. The third room, comprising the stationery departments, is not shown in this illustration. The corner of the building, it will be seen, is not occupied by Mr. Hodgkinson. Two circular, upholstered seats are shown in this engraving, and they add much to the elegance of the pharmacy.



## LETTERS.

**"A MULISH AND UNREASONABLE CHEMICAL."**

To the Editors:

On page 43 of the January BULLETIN, under the caption "A Question of Supersaturation," you express the opinion that 6 drachms of potassium acetate may supersaturate 6 ounces of a mixture composed chiefly of elixir of pyrophosphate of iron. I doubt this. An aqueous solution of potassium acetate can be made 100 per cent in strength. The elixir referred to, however, has some alcohol in it, and alcohol of course changes the question of solubility very markedly. Still, I feel quite sure that 6 drachms of potassium acetate could be easily dissolved in 6 ounces of so weak an alcoholic solvent as that used in the preparation of the elixir. The trouble with the prescription under discussion by you rested, in my judgment, with the elixir of pyrophosphate of iron; and this leads me to dwell somewhat at length upon a subject which I should like to lay before BULLETIN readers.

Pyrophosphate of iron is a most unstable compound, and is given to a gelatinous and flocculent precipitation on slight provocation. It is a most mulish and unreasonable chemical! To illustrate: Dr. Charles Rice gave the following formula for "Hammond's Mixture" in the hospital formulary of the New York Department of Public Charities and Corrections:

|                               |                |
|-------------------------------|----------------|
| Quinine sulphate .....        | 1 drachm.      |
| Iron pyrophosphate .....      | 1 drachm.      |
| Strychnine acetate .....      | 1 grain.       |
| Phosphoric acid, dilute ..... | 2 fluidrachms. |
| Syrup of ginger .....         | 2 fluidounces. |
| Water, enough to make .....   | 4 fluidounces. |

Dr. Rice gave three-fourths of a page of directions for compounding this mixture, insisting particularly on the use of phosphoric acid made from the glacial acid. Now Dr. Rice's ability was beyond question, but I have repeatedly tried to compound this mixture, following his directions carefully and minutely. A few times—very few—I have succeeded in getting a beautifully clear product. Far oftener I have gotten a "gruelly," greenish-white, opaque, beastly-looking "dope"—this, too, when I had just succeeded in getting by good luck the clear solution. "At last I have hit it," I would say, and then have tried it over and over again with the same care but with totally opposite results!

One journal suggested that by pouring the quinine

solution into the pyrophosphate solution, gradually and with constant stirring, a clear mixture would result, while if this procedure were reversed a precipitate would form. I tried it. The hoodoo was on hand with customary promptness. Others have suggested variations in the composition of the pyrophosphate, but why one particular drachm of pyrophosphate of iron should present a clear and pleasant aspect after being compounded, and why another, drawn out of the same bottle five minutes later, should act in such a perverse and unfeeling manner under seemingly identical conditions, stumps me—and stumps me mightily! All I know or think I know, or—well, all I venture to believe that I think I know about this product is that the trouble lies in the idiosyncrasies of the pyrophosphate itself. If some of your readers can suggest some way of getting on the soft or blind side of her ("her" isn't a lapse in grammar; it is intentional) it will ease my mind much. Otherwise I shall be compelled to refer the matter to the Society for Psychological Research or to some other occult sharks.

W. N. MACARTNEY.

Fort Covington, N. Y.

**"CARRIES OFF THE PALM!"**

To the Editors:

There are several ways in which one might order balsam copaiba and spirits of nitre, but I think the

way shown in the enclosed order certainly carries off the palm!

N. B. WARD.

Mansfield, Texas.

**SOMETHING NOVEL AS A WINDOW ATTRACTION.**

To the Editors:

I have discovered and will describe to your readers a remarkable little combination of a bubble and a crystal that I believe will prove a most effective window attraction. This little combination moves up and down in a glass of solution indefinitely—so far as I know—without any visible cause for such alternating motion. The glass, however, must be protected from sunlight or rough handling, as either will separate the elements of the combination.



Take an egg which has been emptied of its contents through a hole in each end and freed from grease by caustic solution and washing, and suspend this shell by a cord, weighting it at the bottom to secure immersion in the solution. Then immerse it in a warm, saturated solution of potassium bichromate. Take it out immediately and allow it to dry so as to form a nucleus for a great many crystals on its surface. Then immerse it again, suspended near the surface of the solution, for about twenty-four hours. At the end of this time, if there should be none of the combinations traveling up and down in the glass, give the latter a gentle tap.

After making the first one by accident (my purpose was simply to cover the egg with beautiful crystals), I failed a number of times, but was finally rewarded by seeing, not *one*, but *five* of those mysterious partnerships steadily rise to the surface, then sink steadily to *near* the bottom, then rise and sink alternately for hours, including the night—for upon leaving them at bedtime I found them still faithful to their work when I arose in the morning. I placed them in my window, where they kept up the motion till about 10 o'clock, when the sunlight disrupted the compact.

I do not know all the elements of success in this little mystery, but others may add to the interest in the subject by finding a way to avoid failure in the endeavor.

R. R. SNOWDEN, PH.G.

East Oakland, Cal.

[NOTE BY THE EDITORS.—Whenever readers run upon something, as Mr. Snowden did, of interest to brother pharmacists, why not send it in to the BULLETIN as he has so thoughtfully done?]

#### A VIOLET WINDOW.

To the Editors:

I had a very nice display in one of my windows the other day, and I am sending you a short description, thinking it may be helpful to your readers. The subject of the display was "Violet Bud Perfumes." Twelve dozen bunches of paper violets were used which looked very much like the real kind. Then I had the florist get me enough moss to go around the window, and procure for me also five baskets of black dirt. First I put the moss around the edge of the window, and then filled in the center with the dirt, thus making a flower-bed. In this I planted the violets; I covered the back of the window with white cheese-cloth for about eighteen inches up, and fastened more violets to this. The

window attracted a great deal of attention. Of course, I had a quantity of "Violet Bud Perfume" displayed on the floor of the window.

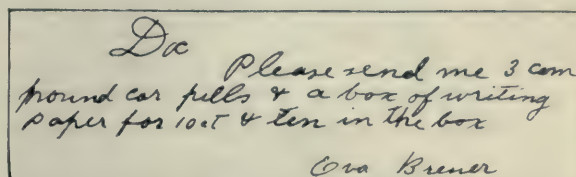
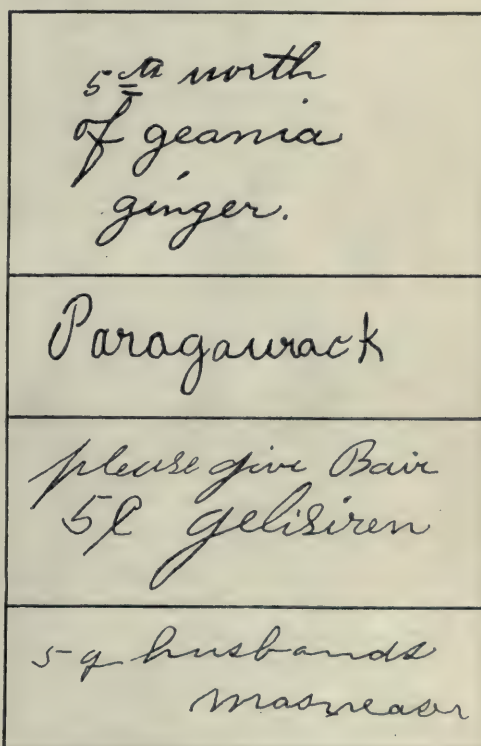
B. S. COOBAN.

Chicago, Ill.

#### ANOTHER BUNCH OF SPECIMENS.

To the Editors:

I have been very much interested in the illiterate orders which you print in the BULLETIN from month to month. I am sending you a bunch which you may care to add to your series. The first calls for Jamaica ginger; the second shows an ingenious method



of spelling paregoric; the third represents a heroic effort to write glycerin; the fourth calls for Husband's Magnesia. The last order explains itself, and incidentally exhibits how mixed up some people get in their upper stories.

J. F. O. AGTHE.

Philadelphia, Pa.



## BUSINESS HINTS.

### An Undeveloped Field.—

H. F. Ruhl thinks (*Spatula*) that most druggists do not push the sale of household drugs as hard as they could. Such drugs as sal soda, caustic soda, banner lye, turpentine, household ammonia, borax, etc., may be made to add materially to the druggist's income. Besides, it gets people into the way of buying at the drug store. That alone is good business, and may lead to other business. Somehow, in many localities, the idea prevails that the druggist's prices are high for goods of this sort, and the result is that the grocer and hardware dealer get the bulk of the trade. One of the reasons for this is that the wholesale druggist is more obliging than the wholesale grocer and sells 5 to 10 pounds of sal soda, while the grocer has to buy a keg. The druggist pays about  $2\frac{1}{2}$  or 3 cents a pound, while the grocer gets his for about  $1\frac{1}{4}$  cents a pound. The druggist has to have 5 cents a pound, while the grocer can stand it at 2 pounds for 5 cents.

The course for the druggist is plain—buy in quantities and sell as low as the grocer or hardware dealer. Then advertise. The druggist has the advantage in this respect. He can tell of his knowledge of chemistry; of his ability to test drugs so as to be sure of their purity. It takes very little effort to get people to believe that the druggist's goods are superior. It is not necessary to say that they are superior. Customers have often told me that they "like to buy turpentine at a drug store because it is purer." If you ask any housewife which baking powder is the purest you'll get but one answer. Why? The Royal people have been talking purity so long without even giving a reason why it is pure, that the first thing one thinks of, at the mere mention of the name of Royal, is purity. The same thing so often repeated is what has given the powder the reputation for purity. It is necessary, however, to word the advertisement in such a way as not to let the reader even suspect that you are thinking of the grocer. Say nothing that reflects upon the goods or methods of others. Otherwise you may advertise your competitor instead of yourself.

If you use newspaper advertising use your space for household drugs. When the edition of the paper is run off have the printer lift out the form and print a number of slips to enclose in packages at the store. Always quote prices even if your prices are no lower or even if not quite as low as the other fellows'.

### Apropos of Washington's Birthday.—

Here is a little advertisement which a Detroit druggist used soon after Washington's birthday last year:

#### "Washington's Birthday

I got my feet wet. The next morning I had a bad cough. I kept a bottle of

#### Cunningham's Cough Balsam

on my desk, and every time I felt like coughing I took a sip—just enough to wet my throat—and by night my cough was gone." 25 cents a bottle.

**Andrew R. Cunningham**  
264 Jos. Campau Ave.

### "A Warm Time."—

Readers of the BULLETIN know Mr. B. S. Cooban, of Chicago, to be an ingenious and versatile advertiser. Here is a recent specimen of Mr. Cooban's advertising efforts:



#### A Warm Time.

There will be a warm time at Cooban's this week. Hot water bottles—the good kind—at prices you can afford to own two.

A good one—or two—is a household necessity. A poor one, always leaky, is a household nuisance.

Rubber goods are going up. We made a lucky purchase, and give you the benefit of it.

#### A Good Fountain Syringe

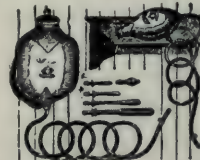
should be in every house. When needed they are needed bad. We have a fine lot of them—the dependable kind—for this occasion. The prices will surprise you. All our rubber goods are sold the same way—money back if not right.

#### HOT WATER BOTTLES.

|                                  |     |
|----------------------------------|-----|
| 2-quart, worth \$1.00, this sale | 75c |
| 3- " " " 1.10, " " "             | 80c |

#### FOUNTAIN SYRINGES.

|                                  |     |
|----------------------------------|-----|
| Rapid Flow.                      |     |
| 2-quart, worth \$1.00, this sale | 70c |
| 3- " " " 1.25, " " "             | 80c |
| 4- " " " 1.35, " " "             | 90c |



**B. S. Cooban & Co., Druggists,**  
559 W. 68th St., corner Normal Ave.



**"Pritchard's Pointers."—**

B. E. Pritchard, the President of the National Association of Retail Druggists, is a hustling business man. "Pritchard's Pointers" is an evidence of this fact. It is an eight-page drug-store paper gotten out monthly—and it is one of the best which has so far reached the BULLETIN office. Mr. Pritchard surely knows how to get up a good display ad., and he is shrewd enough, too, to realize that in a drug-store paper people must be given humorous and general matter to make them nibble at the bait. Here is one of the ads. in the sheet:



## The Proper Time

to really enjoy a cigar is right after dinner. How often do we hear a smoker say, "Now, that looks like a good cigar; I'll just put it in my

pocket to smoke after dinner."

**We Make a Specialty of After-Dinner Cigars**

A large assortment at prices to suit all.

**Advertising Stationery.—**

Ira B. Clark, the well known pharmacist of Nashville, Tenn., recently got out a very well printed booklet, and among other things had this to say about "Correct Stationery for Personal Correspondence:—"

It is said that a letter is a part of the writer's personality and reflects in a large degree his or her character; and to your distant friends indeed a letter is about the only means you have of showing what you are. In other words, a letter is practically the same thing as a personal call, and in both instances you want to put on your "best bib and tucker." We have correspondence stationery in a great variety of styles and prices and for use on all occasions. New designs and tints in box papers are constantly being received; and then we have tablets in onion skin, linen, bond, and parchment papers, both ruled and unruled, with envelopes to match; as well as a select line of bulk papers in white and tints with envelopes to match. We can supply all your writing-desk requisites at prices that will be entirely satisfactory to yourself.

Perhaps it will be well also to quote what Mr.

Clark had to say about "Prescriptions and Family Receipts:—"

We can fill any prescription—it makes no difference what the nature of the prescription is—whether it be an ointment where its efficiency depends on its smoothness and perfect admixture of the ingredients, or maybe an emulsion (the most difficult of all prescriptions to make up), where all the fat globules are completely absorbed and emulsified so that the product will be palatable and will not separate on standing; or perhaps the prescription will be for pills, requiring a great deal of experienced skill to make a perfect oval; and pill-making skill can only come of long experience; or if it be for powders or for capsules, or for a simple solution, you get here only standardized and assayed drugs and chemicals in your medicines. We have all the equipment and facilities for prescription work, and our service is sure to merit the entire approval of physicians and their patients as well.

Mr. Clark tells us that he had 2000 of these booklets printed and distributed them from house to house in his territory.

**"Who Fills Your Prescriptions?"—**

A little four-page folder with the above caption was recently gotten out by Andrew R. Cunningham, of 264 Joseph Campau Avenue, Detroit, Mich. It was 3¼ by 5 inches in size. The paper was cream in color, and the ink was green. The first page contained the title, together with Mr. Cunningham's name and address. The second page contained the following matter:

### THE DOCTOR'S PART.

Your physician, after a careful study of your case, decides what remedies are needed to meet the conditions present. He writes down the names of the remedies and the quantities required, and that is a prescription. Here the responsibility of the physician ceases, and yours and your druggist's begins.

The next thing is to make sure that the right remedies are supplied and that they are rightly compounded.

How shall you make sure?

ANDREW R. CUNNINGHAM,  
DETROIT, MICH.

The third page was as follows:

### YOUR PART.

In order that your physician may be justly treated and that your own interests may be protected it is necessary that the druggist who compounds the prescription be as carefully chosen as the physician who wrote it.



Take it to a store that makes a specialty of its prescription department; a store where graduate or registered pharmacists only are employed and where the compounding will be done by scientific methods.

We can assure you that ours is such a store.

ANDREW R. CUNNINGHAM,

DETROIT, MICH.

And the fourth and last page contained this:

#### OUR PART.

Our drugs are the finest obtainable and our stock is in every way adequate.

Our prescription work is marked by thought, care and thoroughness; we feel our responsibility to you and to your physician.

Prescriptions are dispensed by scientific methods, and the accuracy of the compounding is insured by the double-check system we employ.

Our prices are always fair—even low.

For these reasons we ask to be favored by your prescription trade.

ANDREW R. CUNNINGHAM,

PRESCRIPTION DRUGGIST,

264 Jos. Campau Ave., Detroit, Mich.

It only remains to be said that a small and appropriate cut was used on each page, and that the typography of the folder was in all respects satisfactory.

#### Clever Cough Booklet.—

L. J. Hunter & Co. of Tracy, Minn., send the BULLETIN a little eight-page cough booklet which is out of the ordinary. It is octagonal in shape, and the cover bears simply the word "Coughs" printed in the following manner:

C  
OUGH S

The booklet is given up to the exploitation of "Hunter's White Pine Cough Balsam," and the purpose is accomplished very effectively. Short talks are given on the colds of children, sore throat, sore chest, and so on.

#### "The Pesky Bedbug."—

The suggestion has often been made that the druggist, being an educated man in the community, should maintain and increase his reputation as such

by methods like the occasional publication of scientific articles in the daily press. As an instance of how this may be done we have before us as we write a newspaper article on "The Pesky Bedbug." It is printed in the *Sun* of Lewiston, Me., and is from the pen of "Druggist Oxnard." Now it may strike some people that Mr. Oxnard might have selected a more esthetic or fascinating subject, but it is quite clear that he has an eye for the practicality of things. He evidently desired to treat a subject familiar to everybody, rich and poor alike; and it is quite certain that he did not reckon without his host!

#### "The Handwriting on the Wall."—

Here is the *fac simile* of a half-page advertisement which recently appeared in one of the newspapers of Austin, Pa.:

#### A Unique Window Attraction.—

It is quite evident that I. E. Sheasgreen, of Woodstock, New Brunswick, is an ingenious window decorator. Listen to this paragraph quoted from the "local" columns of the *Woodstock Dispatch*:

During Christmas week the south window of I. E. Sheasgreen's drug store attracted a great deal of attention on account of its novel decoration. The center of attraction was a shiny little "colored pusson" about two feet and a half high dressed in fancy costume. He was no stuffed article, but a real little darkey. He sat there in state, "the cynosure of neighboring eyes," "and bore his blushing honors thick upon him," but you couldn't see him blush. A young lady who stopped to admire said, "Doesn't he look natural!" Just then Ran moved and the laugh was on the young lady.

Incidentally this suggests another thing: when you have a good window display, why not have a note about it in the local paper? A word to the wise ought to be more than sufficient!



## PRACTICAL PHARMACY.

### A Grave Source of Danger.—

"A new note was struck in a paper read at this year's meeting of the Pennsylvania Pharmaceutical Association by Theodore Campbell, of Philadelphia. Mr. Campbell sounded an alarm against the carelessness too often exhibited by druggists in handling bottles, atomizers, ointment jars, and the like which have been used for patients ill of such contagious diseases as scarlet fever or diphtheria. It is a common practice for the druggist to charge five cents for a container, and then give credit for this amount when the container is returned, or omit the charge when it is refilled. This naturally puts a premium on the return of bottles to the store; and under certain conditions the custom involves grave danger."

The *Western Pennsylvania Retail Druggist* quotes the foregoing paragraph from an editorial in the December BULLETIN (without credit), and then adds:

"We recall having listened to the reading of Mr. Campbell's paper with interest, and remember feeling that he was hypersensitive on the subject. A recent sad occurrence, in our very midst, however, which we chronicle herewith, has brought us to a changed view of the matter:

"Many complaints are being heard about the manner in which some of the physicians in Allegheny are neglecting to report smallpox cases. Recently the State Board of Health threatened to quarantine the city. It develops now that a young Allegheny pharmacist succumbed to the disease because of handling bottles which came from the bedside of a smallpox patient. The case of the first victim had not been reported. A leading druggist sounds the note of warning that the trade should be very careful in refilling old bottles, and that some physicians should attend more closely to their duty.'"

### Improving the Palatability of Drugs.—

In an article in the *New York Medical Journal*, Samuel E. Earp, M.D., gives several points in regard to making unpalatable drugs less disagreeable to the patient and insists on the importance of this point. To give castor oil in one dose, perhaps the "castor oil sandwich" is the best method. In the bottom of a glass put a small quantity of glycerin, then the oil, and lastly a little sherry wine on top. Take at one draught. This will also apply to the single dose of cod liver oil. Soda water will also be effective. It

will also do for Epsom salt, but the ordinary "soda pop" is better. Quinine is hard to disguise. The preferable method, according to Earp, is to give one grain of tannic acid to each three grains of quinine in a vehicle of syrup of tolu. The iodide and bromide of potassium and salicylic acid may be given in milk, which also prevents gastric irritation. If copaiba and turpentine are not used in gelatin capsule form, an emulsion flavored with gaultheria comes next in order. For chloral hydrate he thinks peppermint water better than cinnamon. Equal parts of peppermint water and simple syrup make a good solution for salicylate of sodium. Unless there is an objection to the intensely sweet taste, the syrup of glycyrrhiza answers best for sodium salicylate. After flushing the mouth with a little whiskey the medicinal oils may be taken immediately, and the disagreeable taste is not so perceptible. A few grains of table salt taken on the tongue will produce a copious flow of saliva, and then, if swallowed with medicine which has an objectionable taste, it may be somewhat disguised. Care should be taken as regards chemical incompatibility in these cases. If lemon ice is held in the mouth for only a moment, a teaspoonful of a preparation which would otherwise seem nauseous may be taken with very little unpleasant effect. When the secretions are inactive and the membranes parched and dry, bitter principles are apt to produce the very worst effect and leave an unpleasant after-taste. Sometimes simply a drink of water will obviate this condition, or perhaps a lump of ice held in the mouth, or water acidulated with dilute phosphoric acid. A combination of syrup of red raspberry and glycerin makes an unusually palatable vehicle. Earp also recommends sodium bicarbonate with salicylic acid and sodium salicylate.

### Trouble with Easton's Syrup.—

Replying to a correspondent, the *Pharmaceutical Era* says that "you are not the first one to complain of the difficulty of preparation and the poor keeping qualities of this syrup. In fact the authority you quote says it is a very ineligible preparation, and has not even an agreeable taste to excuse its polypharmacy. However, physicians prescribe it, and so long as they do so the pharmacist must prepare it as best he can. A gradual darkening of the color cannot be avoided, although it has been stated that this change may be retarded by keeping the syrup in completely-filled bottles, in a dark place. The insoluble precipitate often found in the syrup which has been kept



for some time is a basic ferric phosphate, sometimes mixed with quinine. We think the best way to handle this difficulty is to make the syrup in comparatively small quantities as needed, following the process of the U. S. Pharmacopœia very closely. We quote from a foreign exchange a formula for "Liquor Eastoni," but we think it is doubtful whether the resulting syrup fairly represents the syrup of the Pharmacopœia:

CONCENTRATED SOLUTION FOR MAKING EASTON'S SYRUP.

|                                    |             |
|------------------------------------|-------------|
| Iron wire .....                    | 2½ drachms. |
| Phosphoric acid (sp. gr. 1.5)..... | 2¾ drachms. |
| Water .....                        | 3 ounces.   |

Mix in a flask and heat gently until action ceases, then add:

|                            |            |
|----------------------------|------------|
| Powdered strychnine .....  | 10 grains. |
| Phosphate of quinine.....  | 4 drachms. |
| Hypophosphorous acid ..... | ½ drachm.  |
| Water to .....             | 10 ounces. |

Dissolve and filter. One part of this solution is to be mixed with three parts of thick syrup.

Some operators have recommended that the syrup be prepared in two portions, one portion to be a concentrated solution of ferric phosphate, 1 to 7, the other portion being a syrup containing all of the ingredients of Easton's syrup except the iron. When the syrup of the phosphates of iron, quinine, and strychnine is wanted the operator prepares it by mixing 1 drachm of the ferric phosphate solution with 7 drachms of the syrup solution.

Balsam Peru in Ointments.—

The well-known tendency of Peru balsam to clot and stick owing to the rapidity with which it parts with some of its volatile constituents during manipulation with the spatula or pestle while endeavoring to incorporate it with an ointment, can be avoided by stirring the balsam into the ointment base after the latter has been softened by the application of a gentle heat. The following prescription seems a very simple one, but W. A. Dawson (New York State Pharmaceutical Association) says he has seen several experienced dispensers make a mess of it:

|                        |           |
|------------------------|-----------|
| Zinc oxide .....       | 1 ounce.  |
| Balsam Peru .....      | 2 ounces. |
| Benzoinated lard ..... | 4 ounces. |

Make an ointment.

This is Mr. Dawson's method of compounding: A ground glass ointment slab was heated by burning alcohol upon it and the zinc oxide and lard well worked together upon it with a broad, heavy oint-

ment spatula, until smooth and fine. The still soft but barely warm ointment was then transferred to an eight-ounce pot, the pot and contents balanced upon the scales and the two ounces of Peru balsam weighed directly into it and incorporated by quickly stirring it in with a stick. The resulting ointment was a beautifully smooth preparation.

Reactions of Syrup of Tolu.—

A. Astruc and J. Cambe (*Jour. Pharm. Chim.*) have devised a method of distinguishing between the different varieties of syrup of tolu, a product which appears in three forms in continental pharmacy. The three syrups differ in the process of preparation, one being prepared according to the official process of the French Codex by digesting the balsam in water, another by precipitating tincture of tolu with simple syrup, and the third by mixing a distillate of tolu balsam with simple syrup. The varieties have been found to behave differently toward reagents. The syrup prepared according to the official process liberates iodine from a solution of potassium iodide, while the other varieties do not. Both the official syrup and that prepared from the tincture give a greenish-yellow tint with alkalies, while the syrup prepared from the distillate gives no color.

Incompatibilities of Ichthyol.—

Ichthyol is miscible with water or glycerin, precipitated by strong alcohol, neutral or slightly acid to litmus (E. A. Ruddiman in an A. Ph. A. paper). It is precipitated by ferric chloride, ferrous sulphate, lead acetate, copper sulphate, alum, zinc sulphate, barium chloride, calcium chloride, magnesium sulphate; probably as sulphoichthyolates of the metals. From dilute solution it is not precipitated by mercuric chloride, tartar emetic, potassium iodide, or sodium phosphate. Ammonium chloride, ammonium carbonate, and sodium carbonate give turbidities. Acids combine with the ammonium, precipitating the ichthyol-sulphonic acid. Silver nitrate slowly gives a precipitate. Ichthyol is decomposed by alkali hydrates or carbonates, liberating ammonia. It precipitates alkaloids from solutions of their salts, forming sticky masses.

The Originator of Monsel's Solution.—

Despite the fact that this is a comparatively recent addition to materia medica, and more or less well known throughout the whole civilized world, surprisingly little biographical data is available, remarks



M. I. Wilbert, in an A. Ph. A. paper. The following information was furnished Mr. Wilbert by Mons. Alf. Riche, the editor of the *Journal de Pharmacie et de Chimie*, Paris: Leon Monsel, "Pharmacien Major de le Classe," was born at St. Ciers Gironde in 1816, and died at Nancy in 1877. In 1852, while attached to the Medical Corps of the French army at Rome, Monsel discovered the hemostatic properties of persulphate of iron.

#### Prescription Rules in a Prominent Boston Store.—

These rules are followed rigidly in the prescription department of Jaynes & Co., the well-known druggists of Boston:

NEVER substitute in the least degree.

In putting up prescriptions,

1. The checker reads the recipe, if a new one, to the compounder, who compares it with his copy in the recipe book.
2. The compounder calls off the articles and the amount of each used, and reads the label, the checker comparing this with the recipe book.
3. The checker calls off the name of each article set out for the recipe, the compounder comparing this with the recipe book.

If a repeat recipe, follow rules 2 and 3.

NO UNNECESSARY talk in the prescription room.

NEVER take a recipe over the telephone.

NEVER let a recipe go out of the store with a soiled label.

ALL CONTAINERS used in preparing a recipe must be left out for verification.

COPIES—Always copy a prescription from the original recipe, exactly as written, and have the copies verified.

BE CAREFUL—Do not take it for granted that a minim is a drop or a drop is a minim, but dispense as written, if the dose is proper. If there is any doubt do not dispense.

#### Adrenalin Ointment in Rhinology.—

As the ischemic effects of aqueous solution of adrenalin have been found to be quite fugitive, Dr. M. Mignon, of Nice (*Sem. Méd.*) conceived the idea of incorporating adrenalin with petrolatum to obtain a more prolonged action on the nasal mucosa. He rubs up 0.03 gramme adrenalin pure with 3 grammes of petrolatum oil and adds 12 grammes of petrolatum and 15 grammes of lanolin; 3 drops of geranium oil may be added as an antiseptic. Large quantities of this ointment must not be introduced into the nares; the mucosa should simply be swabbed with a little of the salve. While its action is less rapid than that of the 1:1000 aqueous solution, it is correspondingly more lasting. The ointment, according to Dr. M., is particularly indicated in acute rhinitis and in recurrent congestive rhinitis with or without hydrorrhea; and it is also useful after cauterizations of the

nasal mucosa, to prevent secondary congestion, as well as after bloody operations liable to be followed by secondary hemorrhage.

#### Vallet's Mass—Its Originator.—

A number of inquiries directed by M. I. Wilbert to well-known students and librarians failed to furnish any positive biographic data concerning the originator of Vallet's Mass. This is the more perplexing as Mons. A. G. Vallet seems to have been quite a liberal contributor to contemporaneous pharmaceutical literature. His name appears repeatedly in the pages of what was then the *Journal de Pharmacie*, now the *Journal de Pharmacie et de Chimie*, as a contributor. For five years, from 1836 to 1840, his name also appears on the title-page as one of the assistant editors. Vallet's article on "a new ferruginous preparation" was printed in 1838, having been brought to the attention of the French Royal Academy the year before by M. Soubeiran.

#### Incompatibility of Certain Tinctures.—

Dr. Badel (*Bull. d. Pharm. du Sud-Ouest*) recommends the use of citric acid instead of hydrochloric acid in overcoming the incompatibility between tincture of hydrastis and tincture of hamamelis. A solution of citric acid in equal parts of alcohol is suggested. The addition of this acid also gives a transparent product when the tincture of viburnum is added to the tincture of hydrastis or hamamelis. Citric acid may also be used with advantage in combinations of tincture of rhubarb with cinchona, rhubarb with colombo, gentian, nuxvomica and cinchona, grindelia, drosera and ipecac, aniseed, ipecac and boldo, etc.

#### The Physics of Filtration.—

G. F. Horsby (*Chem. News; Pharm. Journ.*) finds that when the sides of the funnel are ribbed so that the glass offers no obstruction to the flow of liquid through the paper, the theoretical law governing the velocity of flow of fluids in thin tubes holds good. In order to use a minimum amount of wash liquid, the quantity on the filter paper must be kept small, and the time required cannot be greatly varied by changing the manner of adding the wash liquid provided that the upper edges of the filter are properly treated. To thoroughly wash a filter with the minimum of work and loss of time each addition of liquid should be as large as possible and the precipitate should be allowed to drain.



# BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

## Willows Used in Pharmacy.—

In a paper read before the Pharmaceutical conference last July Mr. E. M. Holmes showed that the principal willow bark used for the manufacture of salicin was that of *Salix fragilis*, but that *S. purpurea* and its allies yield a large percentage of the bark thus used. The bark if kept long, or if poorly harvested, yields but little salicin. Species of the genus *Salix* are known as willows, osiers, or sallows. "Willow" is the term applied to those species which form trees; "osier" is applied to *S. viminalis* and its various forms and hybrids; "sallows" is applied to the shrubby forms with more or less broad, downy leaves. Those cultivated in England for basket work are as follows:

### THE WILLOWS.

*Salix alba* Lin., the white willow. The heartwood of this tree is very tough and white (whence the name) and is used for making wooden legs, chip boxes, and cricket bats.

*Salix fragilis* Lin. This name was given to this species because of the very brittle branches which break off from the stem at the slightest pressure. The bark is used in the manufacture of salicin.

*Salix triandra* Lin. Largely cultivated for white basket work.

### THE OSIERS.

*Salix viminalis* Lin. This is considered as the type of the osiers. They are used chiefly for hampers and brown wicker work.

*Salix vitellina* Lin. Readily distinguished by the yellow bark of the young branchlets. It is chiefly used as a withy—i.e., for binding purposes.

*Salix purpurea* Lin. Used for the finest basket work.

*Salix acutifolia*. Easily recognized by its purplish-black bark, covered with a whitish-waxy bloom. Used for basket-work chairs.

*Salix pentandra* Lin. Used for coarse basket work. *S. vitellina*, *S. viminalis*, and *S. triandra* do not contain salicin, which is found more or less in the other forms under cultivation.

## Report of the Missouri Botanical Gardens.—

The fourteenth annual report of the Missouri Botanical Gardens has just been distributed. The

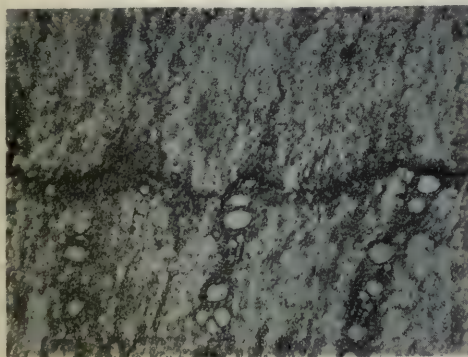
volume contains the reports of the administrative officers of the board and of the director, but the most interesting feature to a botanist is the elaborate and important revision of the genus *Lonicera* by Mr. Alfred Rehder, of the Arnold Arboretum. The last previous revision of the genus was that of A. P. DeCandolle, seventy years ago, who recognized 53 species. Mr. Rehder recognizes 154 named species, besides a number of unnamed and doubtful ones. The recognized varieties and forms are very numerous, many of which are newly described.

## Scopola Poisoning.—

In the *Indian Medical Gazette* Major A. J. Macnab, F. R. C. S., describes a case of poisoning by *Scopola lurida* that was eaten by several Gurkhas in mistake for a harmless plant known to them as Laringa or Tambaku sag. The symptoms were those of belladonna poisoning—marked dilatation of pupils, a feeling of constriction in and dryness of the throat, a peculiar variety of fussy delirium, with hallucinations and loss of the power of coördination in the lower extremities. The men were given zinc sulphate in emetic doses, morphine hypodermically, carbonate of ammonia to emesis, and were kept moving for about three hours. The eight men returned to duty the second day after eating the *Scopola* apparently none the worse for their experience.

## Arbor Vitæ in Cancer.—

A report is going the rounds of the medical press to the effect that the fluid extract of Arbor Vitæ, *Thuja occidentalis* Lin., is almost a specific in the treatment of cancer. The extract is administered internally, and is also used to wash the cancer whenever possible.



CROSS-SECTION OF COLOMBO ROOT. — Reproduced from a microphotograph made by Drs. G. Eigel and H. Kritzler, of Godesberg, Germany.



## NEW REMEDIES.

**Anthrasol.—**

This is described by the introducers, Sack & Vieth (*Münchener medicinische Wochenschrift*) as a mixture of equal parts of purified, decolorized coal tar and juniper tar. It forms a mobile, pale-yellow, oleaginous liquid with a pronounced tar-like odor. It is miscible in all proportions with acetone, benzol, the fixed oils, petrolatum, and absolute alcohol. It is recommended in all those skin affections in which tar has been used. It is used either pure or in a  $\frac{1}{2}$ -to 10-per-cent solution in alcohol, being soluble in ten parts of 90-per-cent alcohol. It is claimed to be more effective and less irritating than ordinary tar.

**Guaiaicin.—**

Name given the quinine salt of guaiacolsulphonic acid. It appears as a yellowish amorphous powder that is closely related to guaiachinol.

**Myögen.—**

Name of a new albumen preparation derived from the blood serum of freshly slaughtered oxen. It appears as an impalpable gray powder, odorless, and tasting somewhat like glue. It is recommended as a nutrient in wasting disorders.

**Plesiol.—**

This is the trade name of a substance which in its chemical nature and physical characteristics agrees with ammonium sulphichthyolate. Put on the market by Arnold von Winkel, Berlin.

**Ronozol Salts.—**

Under the above name Dr. Arnold Voswinkel, of Berlin (*Apoth. Ztg.*), has introduced compounds of potassium, sodium, mercury, and zinc, with diiodoparaphenolsulphonic acid. The preparations are said to have properties similar to those of soziodol preparations. Ronozol-H is the name applied to the mercury salt, Ronozol-K to the potassium salt, Ronozol-N to the sodium salt, and Ronozol-Z to the zinc salt.

**Smaragdine.—**

Trade name for solidified alcohol. According to the *Pharmaceutische Post* it consists of alcohol and gun-cotton, colored with malachite green. It comes in little dice-like tablets or cubes.

## BOOKS.

Red Head. By John Uri Lloyd, author of "Stringtown on the Pike," etc. Cloth; 208 pages; \$1.60, net. New York: Dodd, Mead & Co.

This is the third number of the series of novels begun three or four years ago by Professor Lloyd, the first two of which were "Stringtown on the Pike" and "Warwick of the Knobs." Red Head, Professor Drew and other familiar characters reappear, and Stringtown scenes are laid before us again with such interest as to appeal particularly to the readers of the preceding volumes. "Red Head," the subject of the present notice, sets forth dramatically the conditions bred in the mountains of Kentucky by a feud reaching back for its origin to the War of the Roses between the houses of York and Lancaster in the England of three centuries ago. The feud develops resistless to the inevitable end—the extinction of both families involved in it; and the story does not exaggerate the conditions as they really exist in the mountains of certain parts of Kentucky, where the feud spirit operates with terrible relentlessness. As for the volume itself, it is beautifully printed and embellished on every page with marginal decorations of Stringtown scenes. The illustrator, Reginald B. Birch, supplies ten full-page drawings and a striking cover design in colors.

The Latin Grammar of Pharmacy. By Joseph Ince, F.C.S., F.L.S., F.G.S. Eighth edition; cloth; 368 pages; five shillings, net (about \$1.25). London, England: Baillière, Tindall & Cox, 8 Henrietta Street, Strand, 1903.

This is an excellent book—both as a student's manual and as a reference guide. Perhaps half the volume is given up to the grammar of the subject, and the remainder to exercises and useful tables. Among the latter, for instance, are a Latin-English vocabulary, an English-Latin vocabulary (both exceedingly useful for reference purposes), abbreviations, and directions both in Latin and English for every possible variety of prescription.

First Course in Microchemical Analysis. By Carl Gustav Hinrichs, Ph.C., instructor in chemistry, Medical Department, St. Louis University. With atlas. Cloth; 154 pages; \$1.50. St. Louis, Mo.: Published by the Author.

This interesting volume represents a year's research work undertaken by the author to elaborate a course in microchemical analysis which should not require the use of sulphuretted hydrogen. The plan



was suggested by the author's father, Dr. Gustavus D. Hinrichs, who remarks that while only simple compounds are supposed to be examined, the work comprises nearly all that is required for the analysis of complex compounds and mixtures of any kind. A second course, however, covering organic compounds particularly, is in process of elaboration by the author.

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Essentials of Volumetric Analysis. By Henry W. Schimpf, Ph.G., M.D., professor of analytical chemistry in the Brooklyn College of Pharmacy. Illustrated. First edition; first thousand. Cloth; 216 pages; \$1.25. New York: John Wiley & Sons.

Professor Schimpf's previous and more elaborate work on volumetric analysis has gone through four editions and is probably the best and most-used treatise on the subject printed in America. The present volume represents an effort to produce a shorter and more elementary book suited to the needs of students taking less comprehensive courses in this branch of analytical work. It seems from a superficial examination to achieve this purpose successfully. The fundamental principles of the subject are set forth clearly, and, what is quite as important, interestingly; while the way is well paved for those students who find it desirable and necessary to enter upon advanced work.

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An interesting little booklet entitled "Some Ancient Pharmacists" comes to us from Prof. C. S. N. Hallberg, of the Chicago College of Pharmacy. It contains an address delivered last fall at the opening exercises of the St. Louis College of Pharmacy. Possessing an intimate knowledge of the history of chemistry and pharmacy, Professor Hallberg begins with the earliest recorded periods, comes down through the ages of time, and shows the "transcendent rôle" which has always been "played by the practice of pharmacy and its votaries." Interesting illustrations are given of Galen, Hermes Trismegistus, Geber, Basilus Valentine, Paracelsus, Scheele, Berzelius, and last, but by no means least, the versatile and forceful Hallberg himself—although there is far from being anything very "ancient" about him!

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Francis B. Hays, editor of the *Southern Drug Journal*, is the only pharmaceutical journalist in the country who can wax facetious over so solemn and uninspiring a subject as a "query." Listen to the way

he begins answering a request for information concerning a remedy for baldness:

As the poet said of women, that they ought not to have any sins of their own to answer for, as they would have to answer for most of those committed by men, so we may say of baldness, that even if it does cause some annoyance to the man who is most directly affected, the latter should remember how much fun other people get out of it, and be happy. The similarity of the two figures of speech is not so striking now that they are reduced to writing as it seemed to be while still our brain was in labor with them, but we are happy in the belief that our readers will give us credit for good intentions, and so will pass on to a consideration of the next feature of the case.

Hays would crack his joke if he were being hung!

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The Armour & Company calendar for 1903-1904 is entitled the "New American Girl." This is the third of a series of calendars devoted to the grace and charm of the women of the United States. Like its predecessors it is from the hands of leading American illustrators who have become well known through pictorial publications. The contributors are John Cecil Clay, Otto J. Schneider, Sewell Collins, Ernest Haskell, and Hamilton King.



AT THE A. P. H. A. MEETING ON MACKINAC ISLAND.—This picture was taken inside the old fort on the island, and shows the monument erected to the memory of William Beaumont by the Michigan State Medical Society. In a very interesting paper read at the Mackinac meeting, Dr. Whelpley explained how Dr. Beaumont had carried on those wonderful experiments with a soldier who had been shot in the abdomen, and how he had learned so much about the mysteries of digestion. In the engraving Dr. Whelpley himself is shown in the center; Professor James H. Beal, of Scio, Ohio, is seated at the left, while the gentleman on the right is Dr. Edward Kremers, of Madison, Wis.



## THE DRUGGIST'S SPECIALTIES

*In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."*

### *Perfumed Disinfectant.*

G. H. S says: "We have had numerous calls for a perfumed disinfectant, and while we have tried some of the formulas found in drug journals, we have not found one that gave entire satisfaction."

We do not recall having seen a formula that will meet the requirements of "G. H. S.," and we are unable to find mention of any thus far. However, a formula could be devised that we think would answer the purpose. A solution of chloride saturated with lavender oil should give satisfaction as a perfumed disinfectant.

#### SOLUTION OF CHLORIDES.

|                                                    |            |
|----------------------------------------------------|------------|
| Alum .....                                         | 10 ounces. |
| Sal soda .....                                     | 10 ounces. |
| Sal ammoniac .....                                 | 2 ounces.  |
| Common salt .....                                  | 2 ounces.  |
| Chloride of zinc .....                             | 1 ounce.   |
| Muriatic acid (commercial), a sufficient quantity. |            |

Water, enough to make 1 gallon.

Dissolve the alum in one-half gallon of boiling water; then add the sal soda, which gives a precipitate of aluminum hydrate; muriatic acid is then added in sufficient quantity to dissolve this precipitate, thereby forming aluminum chloride. The other salts are dissolved in the remainder of the water and added to the first solution and filtered.

Oil of lavender, or for that matter any desired perfume, may be added to the point of saturation. We find that the solution will dissolve about thirty drops of the oil of lavender to the gallon.

You will find this a satisfactory article: it is cheap, easy to make, non-poisonous, contains no iron, and can be used on fabrics without injury. It commends itself for the disinfection of rooms by saturating a sheet with the diluted solution and hanging up in any convenient place. This diluted solution may be made by mixing one pint of the concentrated solution with one gallon of water.

### *An Advertising Proposition.*

E. H. has a powder that will prevent or destroy the offensive odor of perspiration of the feet and armpits which he desires to place on the market, and he wants advice about advertising it. He wishes particularly to reach "society" women.

Advertising a specialty outside of one's own locality is a hard proposition, when one is limited to a small capital. What seems like a winning idea will often prove a flat failure, and it is somewhat discouraging to see the dollars rolling away from you and waiting for some of them to come back. There are exceptions, however; at times a novelty of merit leaps at a bound into public favor and the returns are immediate. Read the answer to "L. & L." in this department of the BULLETIN for last month.

Everything will depend on the merit of your powder, style of package, and the character of your advertising. As you wish to reach women particularly, we would suggest your getting as extended a mailing list as possible, and mail a sample of your powder to every one on it. Because your capital is limited, do not make the mistake of economizing on your package and printing. Send with each sample a neat, carefully-written circular—nothing gaudy or flashy, just plain black and white, using a good quality of paper with the best presswork you can get. A cheap printer is always an expensive one. Do not try to say too much. "Have something to say, say it, and stop." Have your package dainty and attractive. When you begin to advertise you will have all kinds of propositions offered you by advertising agencies. Use your local papers first, and reach out very carefully, or you will "go broke" quickly! Make the price 25 cents a box.

### *Laxative Syrup.*

D. G. S. writes that he has tried the formula for laxative syrup published in this department last November. He says: "We endeavored to make this preparation according to the working formula except that we obtained more liquid and evaporated on a water-bath to required amount. We found our product to be intensely bitter, and have been unable to find anything which would mask the bitter taste. Can you tell us what is wrong and how we can overcome the difficulty?"

We published this formula in answer to a query and recommended it because of its value as a remedy for constipation. We know that it is bitter, and this



fact constitutes an objection, but the value and effectiveness of the remedy counterbalance this difficulty. We have succeeded in overcoming to some extent the objection raised by "D. G. S." by changing the manipulation, and by adding licorice, and we think the formula as now given is much more satisfactory:

## LAXATIVE SYRUP.

|                                             |                 |
|---------------------------------------------|-----------------|
| Figs, chopped fine.....                     | 8 ounces.       |
| Dates, without seeds, chopped<br>fine ..... | 4 ounces.       |
| Buckthorn bark, in coarse<br>powder .....   | 8 ounces.       |
| Senna leaves, cut or bruised....            | 8 ounces.       |
| Licorice root, in coarse powder.            | 6 ounces.       |
| Sodium bicarbonate .....                    | 1 ounce.        |
| Rochelle salts .....                        | 4 ounces.       |
| Sugar .....                                 | 6 pounds.       |
| Oil of anise .....                          | 15 minims.      |
| Oil of peppermint .....                     | 15 minims.      |
| Oil of wintergreen.....                     | 10 minims.      |
| Alcohol .....                               | 20 fluidounces. |
| Water, sufficient to make.....              | 1 gallon.       |

Mix the drugs, pour upon them two quarts of boiling water, steep for six hours, pour off the liquid and reserve. Add to the drugs three pints of boiling water, steep as before, pour off the liquid, and press the residue, adding the liquid to the portion previously reserved. To this liquid now add the alcohol, in which the oils have been dissolved, shake, and after standing 24 hours pour off carefully from the sediment that collects in the bottom and dissolve the sugar in the liquid by gentle heat or agitation, adding, if necessary, sufficient water to make one gallon.

The adult dose would be two to four fluidrachms. You can improve what you have on hand as made from the first formula by dissolving in it two or three ounces of pure solid extract of licorice to the gallon.

*A Rheumatic Remedy.*

A. E. P.—You will find our opinion on rheumatic cures on page 126 of the BULLETIN for March, 1903.

## RHEUMATIC ELIXIR.

|                                |                |
|--------------------------------|----------------|
| Salicylic acid .....           | 8 ounces av.   |
| Sodium bicarbonate .....       | 5½ ounces av.  |
| Potassium nitrate .....        | 3 ounces av.   |
| Tincture of colchicum seed.    | 8 fluidounces. |
| Oil of wintergreen.....        | 2 fluidounces. |
| Syrup .....                    | 2 pints.       |
| Alcohol .....                  | 2 pints.       |
| Water, sufficient to make..... | 1 gallon.      |

Mix the salicylic acid with two pints of water in a gallon bottle, and gradually add the sodium bicarbonate in small portions, at intervals of a few moments, giving time

for the effervescence to subside, before adding more; when all has been dissolved (which requires about two hours), add the alcohol, in which the oil of wintergreen has been dissolved, and then the tincture and the syrup. Lastly add the potassium nitrate and sufficient water to make one gallon; after standing, filter.

Dose: One or two fluidrachms four times a day.

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## QUERIES.

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*Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.*

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*Books for a Beginner.*

J. H. S.—If you want to undertake a systematic course of study in pharmacy at home, and are unable to attend a college of pharmacy, probably the best thing you could do would be to place yourself in touch with some meritorious correspondence school. The advertisements of several appear in the BULLETIN OF PHARMACY from month to month. But in general we may say that the first thing you need is a good book on chemistry. Chemistry is the very foundation of pharmacy. Probably no book is better adapted for the purpose than Volume I of Professor Oldberg's "Inorganic Chemistry." It is published by the Chicago Medical Book Co., of Chicago, Ill. Then, too, some such book on botany as "Gray's Lessons" ought to be included in the preliminary study. When you get to pharmacy proper, there are three excellent treatises on the practice of pharmacy, namely, those by Remington, Caspari, and Coblenz. By that time other books, and other kinds of study, will suggest themselves to your mind.

*Powdered Flavoring Extracts.*

C. A. W.—Powdered flavoring extracts consist simply of powdered sugar in which the proper flavoring oil or body has been absorbed. Thus, a powdered vanilla is made by triturating vanillin and coumarin with sugar until thoroughly mixed. The quantities of the flavoring body to be used are the same as those employed in the fluid flavors, the sugar taking the place of the alcoholic menstruum. A lemon flavor would be made by triturating 5 grammes of finely grated lemon-peel, and 5 cubic centimeters of oil of



lemon, with 90 grammes of powdered sugar. Citral oil, or concentrated oil of lemon, can be employed in place of the natural oil. The other flavors are made in a similar way, using the proper oil or principle. The sugar not only absorbs but protects the oils, so that the flavors stand almost as well as do the liquid extracts.

The other portion of your query will be answered next month in the adjoining department of "The Druggist's Specialties."

### *Chicken Food.*

M. & M.—The following formula produces a preparation typical of the class of so-called "chicken foods:"

|                            |               |
|----------------------------|---------------|
| Mustard .....              | 4 ounces av.  |
| Fenugreek .....            | 3 ounces av.  |
| Oyster shells, ground..... | 2½ ounces av. |
| Bone .....                 | 1½ ounces av. |
| Sodium sulphate .....      | 1 ounce av.   |
| Capsicum .....             | 2 ounces av.  |
| Black antimony .....       | 2 ounces av.  |
| Venetian red .....         | 2 ounces av.  |
| Corn-flour .....           | 4 ounces av.  |
| Asafetida .....            | 90 grains.    |

Reduce all to powder and mix well.

A tablespoonful is to be mixed with sufficient meal or porridge to feed twenty hens.

A remedy for roup may be made after the following formula:

|                          |              |
|--------------------------|--------------|
| Potassium chlorate ..... | 2 ounces av. |
| Cubebs .....             | 2 ounces av. |
| Anise .....              | 1 ounce av.  |
| Licorice root .....      | 3 ounces av. |

Reduce all to powder and mix well.

A teaspoonful of this is to be mixed with food for sixty hens.

### *Frost on Eyeglasses.*

F. H. P.—There is no satisfactory method of preventing eyeglasses from frosting or steaming when one enters a warm room from the cold outside air. You of course know the reason for the phenomenon. The glass is so cold that the moisture or steam quickly condenses on it; and gradually, as the glass accommodates itself to the temperature of the room, and becomes warm, the moisture is dissipated. The condensation cannot well be avoided. Glycerin is used as an alleviative with more or less success on windows, but one would hardly care to use it on his glasses. In conclusion, the writer of this para-

graph may confess that he is annoyed a dozen times a day with the very trouble which "F. H. P." complains of. He has never been able to find a way out of the difficulty, and he feels like turning querist and asking the assistance of others.

### *A Tooth-wash.*

B. F. M.—The following formula for "a good tooth-wash" is reprinted from the BULLETIN of December, 1901:

|                                        |                      |
|----------------------------------------|----------------------|
| White Castile soap .....               | 135 grains.          |
| Glycerin .....                         | 2 fluidrachms.       |
| Simple syrup .....                     | 1 fluidounce.        |
| Water .....                            | 6½ fluidounces.      |
| Alcohol .....                          | 6½ fluidounces.      |
| Tincture cardamom.....                 | 1 fluidrachm.        |
| Tinct. Canada snakeroot (1 in 16)..... | 1 fl.-drachm.        |
| Oil of peppermint .....                | 15 drops.            |
| Oil of wintergreen .....               | 15 drops.            |
| Oil of cloves .....                    | 3 drops.             |
| Oil of cassia .....                    | 3 drops.             |
| Solution of carmine N. F.,             | sufficient to color. |

Mix the soap, glycerin, syrup, and water, add the alcohol, then the remaining ingredients, let stand for a few days, and filter at low temperature, so as to avoid subsequent separation of the soap by reduction of temperature.

### *Prescription Difficulty.*

H. S. D. has had trouble with the following blister prescription:

|                               |            |
|-------------------------------|------------|
| Potassium iodide .....        | 2 drachms. |
| Red iodide of mercury .....   | 2 drachms. |
| Alcohol, enough to make ..... | 2 ounces.  |

"H. S. D." complains that "at times this formula results in a heavy, dark brown, opaque mixture, while at other times it refuses to appear in any manner but as a clear, watery-like solution, with a few crystals, apparently of potassium iodide, in the bottom."

We cannot account for this discrepancy in the results. The prescription should produce a clear, straw-colored solution. If you used pure chemicals, we do not see how you got any other result.

### *Hair-curling Liquid.*

L.—You might try the following formula:

|                           |                 |
|---------------------------|-----------------|
| Carbonate of potash ..... | 2 drachms.      |
| Water of ammonia .....    | 4 drachms.      |
| Alcohol .....             | 12 drachms.     |
| Rose water .....          | 18 fluidounces. |

Mix together. Moisten the hair; adjust it loosely, and it will curl upon drying.



*Dispensing Morphine in Oil.*

"A subscriber" wants to know of some method for dissolving morphine in sweet oil in order that it may be used for an external application. Morphine is not soluble in oil, and it will accordingly be necessary to substitute the equivalent amount of oleate of morphine. This may be purchased from manufacturers, or prepared extemporaneously at the time of dispensing.

Another method is as follows: Dissolve any soluble morphine salt, such as the sulphate or hydrochlorate, in water, and then combine this solution with hydrous wool-fat. This of course would make an ointment instead of an oil, and it would probably not be as easily absorbed as the oleate.

*Flashlight Powder.*

W. L. M.—Here are two formulas:

- (1) Magnesium powder ..... 6 ounces.  
Potassium chlorate ..... 12 ounces.  
Antimony sulphide ..... 2 ounces.

Seventy-five to 150 grains of this powder should be used at a time.

- |                                | Parts. |
|--------------------------------|--------|
| (2) Magnesium .....            | 40     |
| Permanganate of potassium..... | 40     |
| Peroxide of barium.....        | 20     |

*Stable Liniment.*

E. C.—We are not able to give you the formula for the proprietary article mentioned. You will doubtless, however, find the following formula satisfactory:

- Oil of turpentine..... 1/2 ounce.  
Oil of thyme ..... 1/3 ounce.  
Oil of amber, crude..... 1/8 ounce.  
Soap ..... 130 grains.  
Caustic soda ..... 10 grains.  
Water, sufficient to make..... 1 pint.

*Cheap Port Wine.*

R. W. F.—A cheap product euphoniously given the name of "port wine" is sometimes made after the following formula:

Add to 10 gallons of prepared cider, 2 gallons of genuine port wine, 2 quarts of best cognac brandy, 1 pint of simple syrup, 1 pound of bruised raisins, 1 ounce of tincture kino, 1/2 ounce of extract of rhatany, and 3 quarts of proof spirits. Allow it to stand for two weeks, rack, fine, and repeat if necessary. Keep the wine cool.

*Syrup of Codeine.*

J. T. D.—The National Formulary contains a satisfactory formula for this product. It is as follows:

- Codeine sulphate ..... 1 gramme.  
Syrup (U. S. P.) ..... 100 Cc.

Reduce the codeine sulphate to a fine powder and dissolve it in the syrup previously warmed.

A fluidrachm of this preparation contains about one-half grain of codeine sulphate.

*A Finger-nail Wash.*

L. P. B.—It is our impression that a solution of oxalic acid in rose water, 30 grains to the fluidounce, is ordinarily employed for this purpose. Sometimes, however, citric or acetic acid is substituted for the oxalic acid. You might experiment with these.

*A Germicide.*

B. Drug Co.—Two excellent formulas for disinfectant solutions and germicides were printed on page 432 of the BULLETIN for October of last year. One produces a toilet preparation; the other a germicide employed for ordinary purposes.

*Masking the Taste of Quinine.*

L. P. B. & Co. want to know how they can cover up the bitter taste of a solution containing quinine without forming the tannate. Use the alkaloid with the addition of about one-half grain of saccharin to each fluidounce, and make a shake mixture.

*Farrell's Arabian Liniment.*

A. B. C.—We are surprised that you have had any difficulty in procuring this liniment on the market. We find it listed in the catalogues of the jobbers. We cannot furnish you with a formula for it.

C. G. L.—Every State in the Union proper now has a pharmacy law, and every territory, with the exception of Indian Territory.

J. V. S. L.—If your query was misinterpreted, it was because you did not make your question clear. We very often have to guess at what querists mean.

M. B. S.—A formula for glycerite of bismuth may be found in the National Formulary. Sodium tartrate can be added to it if desired.



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## EDITORIAL.

### A BIT OF INTERESTING HISTORY.

Mr. Ebert, the well-known Chicago pharmacist, talks interestingly of the origin of pharmacy laws in the United States. He has been conspicuous in the pharmaceutical affairs of the country for fifty years, and he speaks always of things happening within this period from personal knowledge and not from hearsay or report. During the civil war, he says, there was suddenly a great need in the army for apothecaries. Far too few were available for the purpose, and so hundreds and perhaps thousands of unskilled young men were made to do the work under the guidance of the surgeons and the few trained pharmacists in the service. In time they became fairly proficient in such limited and routine pharmacy as they were called upon to practice, and after

the war was over a lot of rule-of-thumb apothecaries was thus suddenly thrown loose upon society.

Discovering that the retail drug business seemed to be fairly lucrative, and assuming that their army experience had fitted them to enter it successfully, they opened stores and began operations under full sail. That happened which might have been expected. The men were really incompetent, and accidents became so numerous, and deaths from them so frequent, that the entire calling threatened to be brought to ruin and disaster. The newspapers, not quite so sensational at that day as now, but still hungering after excitement, waged a campaign against druggists and made them all appear to be unsafe in the extreme.

Naturally enough, the competent members of the calling found this condition of things intolerable. They determined to put a stop to it. The American Pharmaceutical Association had then been in existence for ten or fifteen years, though a few meetings had been omitted during the war, and the leaders of this body made preparations for surrounding the profession of pharmacy with proper restrictions, and confining its practice to competent persons. A "model law," the forerunner, in a way, of Professor Beal's measure, was elaborated, and ere many years had gone by was introduced, with modifications in some instances, in many States of the Union.

The State of New York, acting in 1871, was the first to pass a general pharmacy law,\* but it applied to the city of New York alone. In this connection it may be stated that the December and January numbers of the *Pharmaceutical Review* print a good deal of interesting contemporary literature concerning this law—the Irving law, so-called—from which it appears that while the measure was heartily supported by the newspapers and apparently by the best element in the drug trade, the majority of the drug-

\*A poison law had existed in New York city since 1829, and others had been enacted in Michigan in 1846, in New Hampshire in 1851, in Ohio and Pennsylvania in 1852, and in Illinois in 1853.



gists were vigorously against it. They saw no necessity of bringing "men up like so many school-boys to pass an examination," and they declared that the whole scheme was supported by the politicians to "provide sinecures [on the Board of Pharmacy] for a few needy friends of the Ring at the expense of a useful, hard-working, and poorly paid portion of the community!"

#### WHAT ABOUT THE POISON CLOSET?

In order to prevent error, druggists have often been advised to keep their poisons in a special cabinet provided with a bell or other contrivance warning the dispenser that he is on dangerous ground and that he must proceed with great and exceeding care. Many druggists have adopted the idea, but there is after all a good deal of doubt about the desirability or efficacy of such an expedient.

On the one hand, it is at least an open question whether it is advisable to warn the customer that poison is being administered to him. Most people are frightened out of their wits if they know they are taking strychnine, arsenic, or other drugs of like nature. They hear these spoken of as being very poisonous; they buy them when they want to dispose of old Tabby; and they do not realize that drugs which in large doses are toxic exert very different and sometimes most beneficent effects when given in small portions. Everything considered, it is best that they should hear no gong strike when the dispenser is at work on their prescriptions.

On the other hand, there is doubt also whether the warning bell really achieves its purpose so far as the dispenser himself is concerned. No truth is more generally realized, or verified more frequently, than this, that familiarity breeds either contempt or indifference. At first the dispenser heeds the warning rung out when he opens his new poison case, but soon he becomes so used to it that its sound makes no impression on him whatsoever. It is absolutely unnoticed. Indeed the poison closet may even have a detrimental effect: if one gets to depend upon it as a safeguard against error, he is likely to be lulled into a false sense of security. Instead of realizing that vigilance is the price of safety, and being constantly on his guard, it becomes natural to place reliance upon an artificial and automatic system which at least partially dulls one's alertness.

Again, the poison closet, even if it did not have these shortcomings, is faulty in that it lessens only in part the possibility of error. There is still

abundant opportunity for making fatal mistakes. Poisons vary greatly between themselves in their degrees of toxicity; and by substituting one for another the dispenser is standing before as great a danger as when one of the drugs is innocuous.

After all, whatever the efficacy or lack of efficacy of any mechanical means of avoiding error, nothing will avail unless it is fortified with an alert vigilance. This is the cardinal need of the safe dispenser. If he have and exercise it he will make few or no mistakes. If he does *not* have it, a poison closet will render him no substantial assistance; and it may even do more harm than good by breeding a false sense of security.

#### A "PHYSICIAN'S TRUST."

The newspapers tell us that a "physicians' trust" has been formed in Anderson, Indiana, a town of 20,000 inhabitants. It is reported that the sixteen doctors of the place recently refused in turn to answer a call. Why? Because the patient was a "dead beat," and the self-respecting physicians of Anderson would have none of him! Losing money constantly from this specimen of the *genus homo*, and reaching the point where patience had long ceased to be a virtue, the doctors had gotten together and bound themselves to treat no patient who was in debt to any of them for former services.

Druggists generally will have a good deal of sympathy for this stand. We confess to having considerable ourselves. No business or professional man in the community suffers so much from poor debtors as the physician. People are usually willing to pay for what they enjoy: calamities they never pay for if they can help it—and to be sick is a calamity. They are full of gratitude to the physician when they have been pulled successfully from the jaws of death, and while they are still in the convalescent stage and not entirely recovered from the scare; but after they get well their ardor suffers a most surprising coolness. The doctor is the last man they pay—if indeed they pay him at all; and if it happens to be in the country, the doctor must accept in payment chickens, butter, hay, pigs, corn, and pretty nearly everything else but children and money.

Yes, we confess to a sneaking sympathy with the physicians of Anderson. That they have the legal right to refuse treatment to any man, unless they have already entered into an implied contract by undertaking the case, is shown by a long line of court decisions.



### A DIFFERENCE BETWEEN EDITORS.

The "New Economic Order" has been bent somewhat out of the perpendicular by the results of the combination of steel manufacturing interests in the great United States Steel Company. The fellows who put their glittering gold in steel "common" about two and a half years ago at forty to fifty, and have seen it steadily descend in the scale of value until it reached nine and ten, are not profoundly impressed as to the "economic order" of such investment. The developments in the United States Shipbuilding Co. do not tend to bolster up in a remarkable manner the economic order. Rather to the contrary, since it helps the average man to understand that the majority of the great combination enterprises are promoted and manipulated in the interests of a few men who have neither the personal courage nor the moral stamina requisite for accomplished highwaymen, but who prefer to rob the unwary by a process which would bring the crimson blush of shame to the "cheek" of the footpad or burglar. The "economic order" is passing so swiftly that the "new" will be visible when seen through its shroud.—*Midland Druggist*.

Softly! Softly! Brother Ogier. One or two swallows never yet made a summer. Neither did the abuse of anything ever disprove its use. We must not form the rule from the exception. We must avoid basing sweeping statements upon slender and uncharacteristic data. The combination movement, alike in pharmacy and in the steel business, in the retail world and in the great manufacturing industries, is a comparatively recent development. Like all untried and new manifestations of progress, it will at first proceed too hastily; selfish men will manipulate it to their own base ends; the period of experimentation and adaptation must precede the period of successful establishment. Honest failure will be met here; dishonest scheming will result in failure there; but ultimate success will not be imperiled by occasional wrecks. When Lee had defeated the Army of the Potomac again and again, and when for many weary months there was not a single Union victory to give the cloud a silver lining, men said the Northern cause was lost. Was it?

### ABOUT OURSELVES.

The BULLETIN has just printed for its advertisers a Sworn Statement which may be of interest also to its readers. It embodies a handsome reproduction in color of the BULLETIN cover, below which are the figures concerning the circulation of the journal for each month of 1903. A copy will gladly be sent to any reader who cares to drop us a postal card request. The essential facts exhibited by the statement are, however, these: (1) During the last six months

of 1903, the regular, unpadding, bona fide circulation of the BULLETIN OF PHARMACY for each issue was 15,200 copies; while (2) the monthly average for the entire year was brought up to 17,642 by the distribution of specimen copies during three months of 1903. A third fact of importance is this, that while 15,200 subscribers read the BULLETIN regularly each month, every druggist in the United States, retail, jobbing, and manufacturing, read at least one copy during the year.

We have no hesitation in saying positively, and without fear of successful contradiction, that no other drug journal in the United States can approach this showing. The BULLETIN has steadily been forging ahead for the last few years until it has unquestionably gained the lead in point of circulation. Is this unseemly boasting? We hope to be absolved from any such charge. In a sense, readers of a journal are like policy holders in an insurance company: they are partners in the business; they are interested in its success; they have a right to know the facts. It is for this reason that we are making a sort of annual report; and for this also that we want to conclude by expressing our determination to make the BULLETIN grow steadily in usefulness and interest to its constituency—to make each number better than its predecessor—to dedicate every issue to the welfare of the retail drug trade of the country.

### ANTI-NARCOTIC LEGISLATION: AN IMPORTANT POINT.

Certain disreputable doctors and druggists sometimes beat the devil round the stump in their effort to defeat the law by pandering to the trade of cocaine and narcotic habitués. A Delaware druggist who is also a registered physician was accused in court recently of violating the ordinance prohibiting the sale of cocaine save upon the prescription of a physician. He defended himself by saying that he was a physician and had sold the stuff to his own patients only, and upon his own prescriptions. As physician he had written the prescription, and as pharmacist he had dispensed it! The right hand was ignorant of what the left had done!

There is fortunately a provision in the Beal model antinarcotic bill which would render impossible an evasion of this character. Section 2 reads:

SECTION 2. It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or to prescribe for the use of any habitual user of the same any cocaine or morphine, or any salt or compound of cocaine or



morphine, or any preparation containing cocaine or morphine or their salts, or any opium or chloral hydrate, or any preparation containing opium or chloral hydrate. It shall also be unlawful for any practitioner of dentistry to prescribe any of the foregoing substances for any person not under his treatment in the regular line of his profession, or for any practitioner of veterinary medicine to prescribe any of the foregoing substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawfully authorized practitioner of medicine from prescribing in good faith for the use of any habitual user of narcotic drugs such substances as he may deem necessary for the treatment of such habit.

The exemption provided in the last paragraph may perhaps be large enough to let some sinners escape. It is impossible to draft a bill which will infallibly restrain the actions of the unjust without restraining also the actions of the just; but Section 2 of the Beal law is nevertheless drawn with such skill that it bids fair to put a stop to the great leak which most of the existing laws have suffered from—that is, the possibility of their practical nullification by unscrupulous physicians.

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## THE OBSERVER'S COLUMN.

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He was well educated and equipped generally, but he hadn't made a success of the drug business. He had done fairly well for a time, but the panic of '93 had hit him hard. He weathered the storm for a few years, but by '96 or '97 he was done for and gave it up in disgust, entering another line of business on a salary.

He was in a mood for confidences, was speaking freely of his experience, and the Observer made bold to ask him why he had never made a go of it.

"I made a mistake—a serious mistake, and I didn't discover it until too late."

"How's that?" queried the Observer.

"I started in business in a residence district where the people were fairly prosperous, thrifty, and owned their homes. I should have known—"

"Why!" interjected the Observer in surprise. "I should suppose such a location to be the very best you could have chosen—that is, for a residence district."

"Well, I thought so myself. That is a natural presumption. Almost anybody would jump at the same conclusion. But it was an awful mistake, and it proved to be my undoing. Listen! Wherever you find a man who has his own little business, and who possesses the deed to the house he lives in, you can

bet your last cent that you have discovered one who will look carefully after every dollar that he and his family spends. He wouldn't be in business for himself if he weren't a careful manager. He wouldn't own his house if he weren't thrifty. You don't catch *him* throwing any money around loosely. The merchants in his community, far from waxing fat, grow as lean and hungry as Cassius."

The Observer felt all the interest which comes with the discovery of a new idea—for he is frank to confess that he had never thought of this before.

"On the other hand," continued the Observer's friend, "the men who live on salaries and rent their houses or flats are much more liberal spenders. Their money comes regularly. They can always depend upon it. And it flows out quite as easily as it flows in. There is no thought of the morrow, for to-morrow will bring another pay-day just the same. There is no need to save money to put into the business or to pay off the debt on the home."

"By Jove! I guess you're right," exclaimed the Observer.

"It's a fact," he rejoined. "The wife of a salaried man buys things freely. The children get soda water and have it 'charged to Papa.' And Papa pays the bills every two weeks or month without a murmur! He smokes good cigars himself, and he hands one out to the friend who happens to stand by the case when he buys them.

"But," he continued, "do you catch the other man—the man who owns his home—smoking good cigars, or even any cigars at all? Not often! He smokes a pipe. His wife and children—do they buy things right and left and have it 'charged to Papa?' Not on your life! Every member of the family is held to strict account for every cent expended. Every last one of them—"

"Well, men are wise after all to husband their money and put it to good use," declared the Observer, feeling that his friend was getting bitter and was censuring people for that thrift and economy which makes old age easy and relieves it from worry and care.

"Certainly they are. I flatter myself that I am no spendthrift. But I am speaking entirely from the standpoint of the merchant who has to do business with people."

He softened down and was silent for a minute.

"No, it's a mistake," he concluded sadly. "Never go into business in a community where people own their homes—don't do it. It's a nice place to live, but you'll starve to death."



## THE MONTH.

### THE SMITH, KLINE AND FRENCH CO. INCIDENT.

The incident of the last few weeks which has aroused the greatest interest and comment is the controversy between the N. A. R. D. and the Philadelphia jobbing house of the Smith, Kline & French Co. As our readers know, the N. A. R. D. sent out a "pink slip" in January to the hundreds of affiliated associations putting the Philadelphia firm "under discipline." Its reason was that a retail drug firm in Alabama, occupying a position on the proprietors' list of aggressive cutters, had been furnished with goods despite a protesting letter from Secretary Wooten. The Smith, Kline & French Co., however, indignantly declared that the action of the N. A. R. D. was taken with undue haste and precipitation, that the sale of goods to the cutter had been the result of oversight and not of intentional evasion, that Secretary Wooten's letter of protest had for some reason not been received, and that as soon as the facts were discovered the cutter had been notified, even before the issuance of the "pink slip," that he could hope to secure no more goods until his name had been removed from the list. Mr. Kline, president of the company, has always been a prominent advocate of the tripartite and preceding plans for the amelioration of the cut-rate evil, and several of the drug journals have considered it extremely unfortunate that any trouble should have arisen between his house and the N. A. R. D. The opinion has been quite generally expressed that the National Association acted with unjust speed and severity. Replying to these strictures, the "N. A. R. D. Notes" sprung vigorously to the defense, and expressed a firm belief in the wisdom and fairness of the course pursued. "The only defense that can possibly be urged, and has been urged in this case, in extenuation of the course pursued," said the "Notes," "was *inadvertence*—and it will be remembered that the N. A. R. D. had served notice time and again that this sort of a defense cannot and would not be accepted." The incident was closed by the restoration of the S., K. & F. Co. to the good graces of the N. A. R. D.

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### THE McCUMBER PURE-FOOD BILL.

The several branches of the drug trade were much interested last month in the Hepburn and McCumber pure-food and drug bills under consideration by the National Congress. The Hepburn bill

passed the lower house without incident, but it was made pretty plain that the Senate, if it passed any pure-food act at all, would give preference to the McCumber bill—a measure practically identical with the Hepburn bill, but differing in one important particular. It was originally intended to have both measures apply only to pharmacopœial substances, but an amendment was tacked onto the McCumber bill providing for the inclusion of "any substance intended to be used for the cure, mitigation, or prevention of disease." This amendment was supposed to have been secured by patent-medicine interests, but it was fought vigorously by representatives of the N. A. R. D. and the N. W. D. A. Mr. Kline, chairman of the N. W. D. A. Committee on Legislation, insisted that there were no standards for any article outside of the Pharmacopœia, and that to settle questions of purity and quality when there was nothing to settle them by, was manifestly absurd. Confusion, chaos, and injustice would inevitably result. This view was taken also by Mr. Gallagher, chairman of the N. A. R. D. Committee on Legislation; and both gentlemen, together with Joseph W. Errant, special attorney for the N. A. R. D., and other representatives of the retail and jobbing interests, appeared in Washington at the hearing and argued their point so convincingly that the Senate Committee agreed to have the amendment stricken out. Able representatives than Messrs. Kline, Gallagher, and Errant no national association could send to Washington to accomplish important results!

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### 'RAH FOR THE PROPRIETORS!

The committee of fourteen proprietors is making good the "promise" given at the Washington convention of the N. A. R. D. to improve the cut-price situation throughout the country. No news of a startling nature seems to be forthcoming from either New York or Chicago, two cities in which the proprietors have from the first been very active, but results of a promising nature are reported from other centers. A considerable victory, for instance, was achieved last month in Atlanta. The reign of cut rates was brought to an end in that city, and a schedule was agreed upon which, while apparently unsatisfactory in itself, really represents a notable advance over preëxisting prices. Full prices will be secured on all 5-cent goods; 8 cents will be gotten for 10-cent goods; 20 cents for 25-cent goods; 40 cents for 50-cent goods; and 80



cents for \$1.00 goods—with the exception of twenty-two popular sellers, on which the price for nine months is fixed at a low figure. The good effect of the Atlanta adjustment extends over the entire South, bringing harmony to the retail drug trade in cut-rate centers like Birmingham and Montgomery in Alabama, where schedules were likewise put into operation last month. The credit belongs to Mr. J. A. Patten of the Chattanooga Medicine Co. Mr. Patten has succeeded also in establishing a schedule in Asheville, N. C., while Dr. Charles H. Stowell, of the J. C. Ayer Co., has brought about peace and harmony at Haverhill, Mass. Dr. Pierce, chairman of the proprietors' committee, reports that other victories have recently been achieved in Toledo, Buffalo, and Easton, Pa. 'Rah for the proprietors!

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Every year an effort is made in the Massachusetts legislature to curtail the powers of the Board of Pharmacy—powers secured only after heroic effort and exerted for the best interests of the pharmacists of the State. A bill introduced last month would no longer permit the board to pass upon the fitness of applicants for sixth-class liquor licenses or investigate complaints relative to the sale of intoxicating liquors and cause pharmacists to be prosecuted. It would also eliminate the certificate of fitness as an essential to the procurement of a sixth-class license. Two important sections of the present law would be repealed by this suggested measure. The gist of these proposed changes would be to emasculate the powers of the board in so far as it is a governing body and reduce it to an examining board—that is, there could not be the supervision over the business which exists to-day. The bars against liquor selling would also be lowered, and this would result in a large increase in the number of stores, especially in the smaller cities and the country districts. There is likely to be strenuous opposition to the measure, and the members of the board will probably appear against it. Hearings will be held later.

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#### TWO SIGNIFICANT OCCURRENCES.

Two important events have transpired during the last month which look towards an elevation of standard in educational pharmacy. One was the introduction in the New York legislature of a bill making graduation in pharmacy a prerequisite to examination by the State Board—a measure for which

the New York pharmacists have been making preparations now for four or five years. The other event was the affiliation of the New York College of Pharmacy with Columbia University—a circumstance made all the more gratifying for the reason that the initiative was taken by the University and not by the College. That so valuable a university connection will result in much benefit for the New York College of Pharmacy cannot be doubted. President Butler of the University will be *ex-officio* president of the College, and will have general supervision over the educational work. Complete local autonomy, however, is granted the College, and the University is "under no implied obligation of any kind for the support of the institution." The students of either corporation will enjoy the privileges of the other, and the admirable library owned by the College of Pharmacy will receive the trained care of the Columbia librarians. The New York College is now probably the largest pharmaceutical school in the country connected with any university. The step is in all respects a significant one.

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#### THE AMENITIES OF LIFE.

One of the interesting sequelæ of the pure-drug crusade in Greater New York has been a more or less acrimonious controversy between the *Druggists Circular*, the *Pharmaceutical Era*, and certain members of the Board of Pharmacy. In the language of the street, the *Circular* endeavored to "take a fall" out of the Board of Pharmacy, whereat the board and the *Era* joined hands and sailed into the *Circular*. It was really quite edifying for the spectators! The *Circular* complained that the board should first have warned druggists before prosecuting them; questioned the accuracy of the board's analyses; declared that camphorated oil was not a pharmacopœial product, and therefore rested under no necessity of conforming to any standard; and made other charges of similar tenor. Replying, the pair of defendants contested all these points, and made the statement regarding camphorated oil that it is a pharmacopœial substance, being a synonym for linimentum camphoræ, and having been so declared three different times last year in the law courts of New York City. Listen to the manner in which the *Era* winds up its fervid editorial scoring the *Circular*: "It is so much easier to create a sensation by shouting on the wrong side of the fence than by saying something new about the old threadbare principles of truth, wisdom, and justice. Stick to the



right, neighbor, and stop preaching sedition and lawlessness! Stick to the right even though it may be dull and platitudinous." That the *Circular* will turn the other cheek need not be expected. Something "warm" will doubtless be handed out in the March number.

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#### ALL'S FAIR IN LOVE AND WAR.

Things are not always what they seem. At any rate, patent medicines often exhibit a considerable difference between fact and assertion. Very interesting reading in this connection is furnished by the annual report of the Massachusetts Board of Health. Of the various proprietaries examined during the year, one tonic, advertised as being "purely vegetable," and "recommended for inebriates," was found to contain 41.6 per cent of alcohol. Another, "entirely harmless," contained 19.5 per cent of alcohol, while similar "tonics" ranged in their content of alcohol from 7 to 29 per cent. Of several specimens of "bitters" examined, one, declared to be "not an alcoholic beverage," contained 6 per cent of alcohol, while the others had quantities running up to 47.5 per cent. One product containing 25.6 per cent of alcohol is advertised as being "entirely vegetable in nature and free from any alcoholic stimulant." A preparation advertised as containing no alcohol, and as being composed chiefly of sulphur, was found, through an interesting reversal of fact, to be entirely devoid of sulphur and to possess 20.5 per cent of alcohol! Several cures advertised for the treatment of intemperance were shown to have a content of alcohol not less than 41 per cent. The foregoing findings of the State board have lent considerable point to the effort which has been made in Massachusetts for several years to have a law enacted compelling every proprietary article to have its complete formula printed upon the label.

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#### COMMON WEIGHTS AND THE U. S. P.

The open letter which Professor Goodman, Dean of the Chicago College of Pharmacy, sent to the Revision Committee of the U. S. P. a couple of months ago has resulted in considerable agitation. It will be remembered that he made a plea for the introduction into the forthcoming edition of the Pharmacopœia of alternative formulas in the common systems of weight and measure. He argued that the exclusion of these systems in the two previous editions, and the entire dependence placed upon the metric system, had caused our national book of

standards to fall into a condition of innocuous desuetude. The subject was pretty thoroughly discussed at a meeting last month of the German Apothecaries' Society of New York, while a resolution favoring the step proposed by Professor Goodman was passed at an executive session of the Illinois Pharmaceutical Association held in Chicago. A communication on the question from L. C. Hogan, a well-known Chicago pharmacist, will be found among our "Letters" elsewhere in the present issue of the BULLETIN.

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#### THE THREE LARGE BUYING CLUBS.

There has been considerable talk during the last month or two that the New York Consolidated Drug Co., the retail druggists' buying club, would be made a regular jobbing concern ere long. This organization is one of the three oldest and largest of the kind in the country. The Philadelphia Wholesale Drug Co., of Philadelphia, and the Calvert Drug Co., of Baltimore, comprise the other two members of the trinity. The latter organization became a jobbing house recently, and the step was so successful that the idea was thus suggested to the New York concern. Indeed, a rumor was afloat last month indicating that all three organizations might possibly consolidate! One advantage in changing from a buying club basis to a legitimate jobbing organization would be this, that an end would be put to the trouble of securing proprietaries under the operations of the tripartite plan. The New York Consolidated Drug Co. has at present 200 stockholders, and a capitalization of \$40,000. Felix Hirseman is the president.

\* \* \*

#### THE BALTIMORE FIRE.

The drug trade did not suffer as seriously in the Baltimore fire as the newspaper fraternity or even the bankers. Every newspaper but one, and that a small and insignificant sheet, lost its entire property, and none would now be able to get out an issue if it were not for the kindness and courtesy of the Washington contemporaries. While the drug trade escaped with better fortune than this, four of the seven jobbing houses in Baltimore were destroyed, while the same fate was suffered by four retail firms, two of them being among the largest in the city. The unfortunate jobbers were the Stanley & Brown Drug Co.; Carr, Owens & Heineman; James Bailey & Son; and Muth Bros. & Co. The retailers were Thomas & Thompson, C. B. Habliston, A. O. Brickman, and O. E. Ross. The Baltimore branch house



of Parke, Davis & Co. also fell a victim to the flames, the loss being \$50,000. Sharp & Dohme and Gilpin, Langdon & Co. were fortunate enough to escape, although the former was less than a block distant from the fire area.

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#### PHARMACEUTICAL HISTORY.

There has been a gratifying development of interest in pharmaceutical history since the Golden Jubilee meeting of the American Pharmaceutical Association in Philadelphia two years ago. The A. Ph. A. has historical researches under way which are quite sure to result in definite value and interest, and during the last month the BULLETIN has received a circular from a special committee of the Philadelphia College of Pharmacy indicating that this institution is itself undertaking the formation of a museum. A question sheet has been mailed to every alumnus of the college with the request that information, together with relics and souvenirs of various kinds, be sent in to the committee for proper classification and treatment. It cannot be doubted that all this effort will in time satisfactorily relieve pharmacy of the charge that it has had no regard for its own history.

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#### OHIO VIRTUE.

The *Midland Druggist* is congratulating itself that no such condition with respect to adulterated drugs exists in Ohio as has been made evident in Greater New York during the last two or three months by the investigations of the Board of Pharmacy. Commissioner Ankeny, of the State Department of Foods, is quoted as saying that "the samples taken at random in drug stores by our inspectors reveal a small percentage of drugs below the required standard." "Do you find tinctures being made with wood alcohol?" was asked. "No, we do not. We find some essences, such as ginger and cinnamon, made with wood alcohol, but in most instances these are manufactured outside of Ohio and sold to retail dealers within the State."

\* \* \*

William Muir, of Brooklyn, who went to Washington a few weeks ago in order to consult with Secretary Shaw about a proposed change in the internal revenue law giving druggists the privilege of selling alcohol alone upon the payment of an annual tax of \$5, was informed that there was a disposition to let the existing internal revenue and

tariff laws severely alone for the present, and that next year would be a better time to press the amendment.

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As the result of an investigation undertaken in January by a health officer, the druggists of New Haven, Conn., have now been provided with special books for the registration of poison sales, and have been directed to use these religiously in every case.

\* \* \*

According to the "N. A. R. D. Notes," E. R. Squibb & Sons have incurred the ill-will of the National Association by issuing a circular in which the statement was made that "substitution on the part of druggists is increasing to an alarming extent."

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The drug clerks of Kentucky are up in arms against a bill in the legislature giving the board of pharmacy power to grant registration under certain conditions to persons holding board certificates from other States.

\* \* \*

The druggists of Asbury Park, N. J., wearying of late evening hours during every summer season, have begun early this year to agitate the question of forming an alliance with the object of improving the situation.

\* \* \*

The Miles Medicine Co. has sued a retailer in West Philadelphia for violation of contract. This is, we believe, the third case of the kind. In both previous cases the Miles Co. won its suit.

\* \* \*

A bill has been introduced into the Ohio legislature levying a tax upon the sale of patent medicines containing more than 10 per cent of alcohol—\$500 for wholesalers and \$50 for retailers!

\* \* \*

The laboratory in Brooklyn of the Fraser Tablet Co. was entirely destroyed by fire last month. The loss was reported to be \$350,000; there was insurance to the extent of \$250,000.

\* \* \*

A very pleasant reception was held last month in the new "college house" or dormitory of the Philadelphia College of Pharmacy, which is located at 1913 Arch Street.



## A TRIP TO CHICAGO.

**A Chatty Account of Things Interesting to Pharmacists—Two Palatial Drug Stores—Two Successful Colleges of Pharmacy—The Headquarters of the N. A. R. D.—The Home of the Drug-Trade Club—The Fascinating Spectacle Presented in Chicago's Famous "Wheat Pit."**

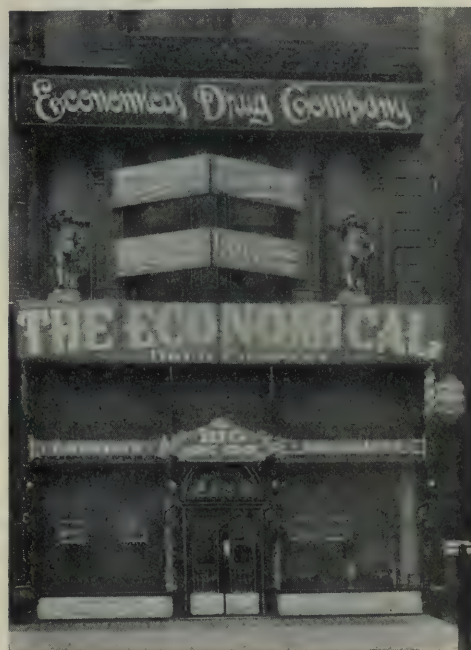
By HARRY B. MASON.

I happened to find myself over in Chicago recently for two or three days, and I saw much that was of interest to the pharmaceutical observer. Fortunately I had not been there for several years, and never indeed had I "done" the town with any thoroughness, so that I had the great advantage of seeing things with fresh eyes and of experiencing almost the discoverer's pleasure. What a great, big, hustling, bustling, nervous, throbbing city Chicago is! Greater New York is slow and phlegmatic in comparison. Everybody rushes by you in a frantic hurry—there isn't a moment to spare—big deals are on hand—a lake front has to be filled in and built up in a trice—an immense drainage canal has to be cut through to the Illinois river in a night—things *must* be accomplished—time is fleeting—to-day's work must be done to-day, for to-morrow will bring its own duties. Everywhere a nervous, titanic, irresistible energy is expressing itself in a thousand ways, and whether you will or no, you are inevitably drawn into the maelstrom.

### A DRUG STORE PALACE: THE "ECONOMICAL" PHARMACY.

But I am wandering from my purpose, which is to speak of a few things of pharmaceutical interest. As I left the Palmer House the first morning of my visit and walked down State Street (the Broadway of Chicago), I came almost immediately upon the store of the Public Drug Co., and further on another block or two was the Economical Drug Store. These two pharmacies are the largest in Chicago, and among the six or seven largest in the country. The "Economical" was established first, dating its origin from 1893, and does a daily business averaging about a thousand dollars the year around! It employs 25 men; utilizes the services of seven prescription clerks; dispenses 450 prescriptions a day; makes nearly 2500 sales of all kinds daily; carries a stock valued at \$75,000; handles neither cigars nor soda water; and does business in a store embellished with

all the graces of the decorator's art and made quite as beautiful as a French salon. C. H. McConnell



The "Economical" Pharmacy, on State Street, the "big drug store" which does a daily business averaging \$1000 the year round.

is the presiding genius of the place and his efforts are vigorously supported by W. L. Campbell, the genial and resourceful manager of the store.

### ANOTHER: THE PUBLIC DRUG CO.

The Public Drug Co. was established less than four years ago, and almost immediately sprang into possession of the immense business enjoyed to-day. The daily sales probably run between eight hundred and a thousand dollars, and the force of employees runs up to 45—including porters, messengers, and so on. Twelve pharmacy-board certificates, hanging in conspicuous array over the prescription case, indicate the number of full registered men employed in the store. The proprietor and manager is Mr. Hexter,



whose remarkable and instant success betokens a degree of capacity rarely met with in any line of business. Unlike the "Economical" pharmacy, the "Public" store handles both cigars and soda, and does a large business in sundries and even in such side lines



The pharmacy of the Public Drug Company on State Street, one of the largest and most beautiful in the United States.

as picture frames, mirrors, and the like. The store itself is very handsome.

#### A PRESCRIPTION PHARMACY.

Chicago has one pharmacy of the ultra professional type that is intensely interesting to the observer. It is that of Mr. E. von Hermann, on the second floor of the Reliance Building on State Street. Mr. von Hermann does practically nothing but dispense prescriptions, and handles nothing but drugs, medicines, and surgical supplies. You may look in vain for even a proprietary article—unless it happens to be an occasional one prescribed by physicians. The Reliance Building is entirely given up to the offices of physicians and dentists, and it is chiefly from them that Mr. von Hermann secures his patronage. I am tempted to say more of his unique and scientific pharmacy, and of the charming personality that conducts its operations, but I must hurry on to other scenes of pharmaceutical interest.

#### THE NORTHWESTERN SCHOOL OF PHARMACY.

Chicago has two successful and well-managed colleges of pharmacy, and of course I visited both of

them. One, the Northwestern School (the "Illinois College of Pharmacy"), is located right in the heart of the city and near the drug trade center. The pharmacy, law, and dental departments of the University are all in the same building—a large structure known as the "Northwestern University Building," and situated on the corner of Lake and Dearborn Streets. Professor Oldberg, the dean of the pharmacy department, I have had the pleasure of knowing



PROFESSOR OSCAR OLDBERG,  
Dean Northwestern School of Pharmacy.

for years; and he greeted me cordially as I found my way to his office on the fourth floor, later on showing me through the school. A recent fire had caused considerable damage and rendered things unsightly in one corner of the building, but it was plain to see that the institution has an excellent equipment. Seven complete laboratories; twelve competent professors and instructors; a large library—these and other facts speak for themselves.

#### THE CHICAGO COLLEGE OF PHARMACY

is located up State Street a considerable distance from the business center, and I made a special trip one afternoon for the purpose of visiting it. Prof. C. N. Snow, assistant to the chair of pharmacy, had kindly volunteered to meet me there and show me through the building. I was glad to see Professors Puckner and Day again, and I had a pleasant chat with them, although it happened that they were both about to enter the lecture room and conduct their students through the mysteries of chemistry and histological botany. I had hoped also to meet my old friend Hallberg at the college, but Thursday was his "day off," and I was disappointed. The college occupies the whole building—a structure with a double frontage on the street and comprising three stories. The lecture rooms are commodious; the laboratories are uncommonly well arranged; and the library must certainly be one of the largest among those housed in the pharmaceutical schools of the country. On passing by one of the lecture rooms I heard Professor Puckner's pleasant and musical voice, and I stepped in an instant, closed my eyes,



and imagined myself back in a student's chair struggling fiercely to get those terrible chemical formulas straight in my note book. I felt quite relieved when I got out into the hall again, but almost immediately



The Chicago College of Pharmacy, at 465-467 State Street.

I saw a class of students going through the unspeakable ecstasy of the midwinter "exams," and the emotions which memory conjured up were worse than before.

#### A CHAT WITH MR. EBERT.

Mr. Ebert's pharmacy is only a block from the college, and I stopped there on the way back to my hotel. Albert E. Ebert—who doesn't know him or know *about* him?—one of the oldest pharmacists in

Chicago; for fifty years now a conspicuous member of the American Pharmaceutical Association; and part and parcel of the pharmaceutical history of the last two generations. Mr. Ebert's flow of reminiscence is always delightful, and I had a pleasant half-hour's visit with him. One of his business peculiarities is that he has always positively refuse to sell patent medi-



Mr. A. E. EBERT,  
Chicago's veteran pharmacist.

cines at cut rates. You pay the full price over his counter or you don't get the goods! As one would naturally suppose, his patent medicine trade is not stupendous, but he gets even by making a large line of his own specialties and advertising and pushing them at every opportunity. They are to be seen in his windows and on his counters, and large signs are placed outside the store to attract the attention of passers-by.

#### A VISIT TO N. A. R. D. HEADQUARTERS.

The afternoon that I left the Northwestern University Building on Dearborn Street I found somewhat to my surprise that I was but a block from the office structure in which the headquarters of the National Association of Retail Druggists were located. I lost no time in ascending to the 14th or 15th floor, and had a very interesting conversation with Messrs. Wooten and Noell. Secretary Wooten is always the polished, courteous, silver-voiced, upright gentleman, and General Organizer Noell is manifestly a clean-cut, earnest, honest, sincere upholder of the cause to which the N. A. R. D. is righteously dedicated. Mr. Carr, the editor of "N. A. R. D. Notes," has his office here with the others; and all three rooms are the customary small ones of the city office building—just large enough to accommodate a desk and provide space also for the stenographer in taking notes. In addition there is a small waiting room, perhaps 10 feet square, in which Mr. Wooten meets and talks with the many druggists who drop in on him from all sections of the country. The N. A. R. D. headquarters certainly have no superfluous space!

#### THE OFFICES OF "THE WESTERN DRUGGIST."

Leaving the Unity Building in which the N. A. R. D. headquarters are situated, I proceeded on up



The Unity building at 75 Dearborn St., in which are located the headquarters of the National Association of Retail Druggists.



Dearborn Street ten or fifteen blocks where, in a large structure at No. 358, the offices of the *Western Druggist* are to be found. A talk with Mr. Engelhard, the publisher, is always a source of great

gist, a medical journal and a physicians' directory are published, not to mention several pharmaceutical and medical books.

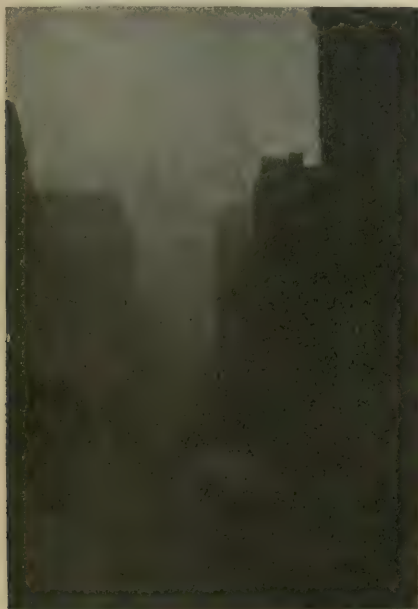
#### THE DRUG-TRADE DISTRICT.

As one turns off State Street and walks down Randolph (or is it *up* Randolph) he realizes before he has gone many blocks that he is in the heart of the drug-trade district. Familiar names greet him on every hand. There in one block, between Fifth Avenue and Franklin Street, are the large jobbing houses of the Fuller & Fuller Co. and Morrisson, Plummer & Co., the Chicago office of the Whitall Tatum Company, and several other well-known firms that I do not recall, and the names of which I fool-



The Northwestern University Building at Lake and Dearborn Streets. This building occupies nearly an entire block, and in it are housed the pharmacy, law and dental departments of Northwestern University.

pleasure, for no man in the drug trade has a better-stored mind, or is more capable of expressing sane convictions with force, pungency, and literary grace. I was glad also to make the acquaintance of Mr.



This picture represents an effort to show Chicago as it appears when bathed in the mists of early morn.

Erwin, the managing editor of the *Druggist*, and to see the well-arranged suite of rooms in which the publishing firm of G. P. Engelhard & Co. conducts its business—for, in addition to the *Western Drug-*



The Chicago Branch House of Parke, Davis & Company, located at 44-46 Franklin Street.

ishly neglected to put down in my note-book. As you turn to the right at Franklin Street you see on the corner the local branch of Sharp & Dohme, while half a block up Franklin is the new three-story and basement building occupied in Chicago by Parke, Davis & Co. Mr. O'Brien, manager of the country traveling service in the Chicago branch of P., D. & Co., courteously showed me through the latter building, and I found it model in organization and equipment. Altogether, about 75 persons are employed, and complete local jurisdiction is had over what is called the "Chicago territory," involving portions of the four or five States contiguous to Northern Illi-



nois. The city and country travelers go out from here; orders are here filled and shipped; and all correspondence for the "territory" is handled in the office.

#### LUNCHEON AT THE DRUG-TRADE CLUB.

The brainy, virile, resourceful personality which directs the energies of the Chicago branch of P., D. & Co. with such marked success is James E. Bartlett—and it may be



JAMES E. BARTLETT,  
Chicago Manager Parke, Davis & Co.

said parenthetically that in addition Mr. Bartlett has general supervision over several other branches in the Central West and South. It happened that I went into his office just about the luncheon hour, although I am willing to hold up my right arm and swear that I did not consciously time my visit with any self-

fish or ulterior motive. But, at any rate, Mr. Bartlett promptly invited me to go over with him to the Drug-Trade Club, and I could not find it in my heart to refuse. I was pleased to find there a number of old acquaintances, and to make a number of new ones. Among those whom I ran across were Prof. Frank L. Hereth, of Searle & Hereth; C. E. Matthews, Chicago manager for Sharp & Dohme; W. L. Campbell, manager of the Economical Drug Store, previously mentioned; David Low, special Western representative of Parke, Davis & Co.; John Matthes, Chicago manager for the Whitall Tatum Co.; and L. R. Dronberger, the representative of the Mallinckrodt Chemical Works.

Of course I ran out one afternoon and saw

#### OUR FRIEND COOBAN,

to mention whose name is to inspire friendly feeling in the breasts of all BULLETIN readers. Mr. Cooban's business is in the residence district at the corner of 63d Street and Normal Avenue—about an hour's ride on the "L" and the trolley. As I entered the store a gray-haired, pleasant-faced man of perhaps 55 stood behind the counter, and I asked him if Mr. Cooban was in. "Well, I guess he is," exclaimed a cheery voice from skyward, and as I looked up I saw Mr. Cooban leaving his desk on the mezzanine balcony over the prescription depart-

ment in the rear, and hastening toward the stairway, I had an hour or two with him of the most pleasant sort, and found him as eager, as "alive," as enthusiastic as ever, and as full to overflowing of ideas as he could hold! The man whom I had accosted as I came in was Mr. Cooban's father.

#### DIVERS EXPERIENCES.

Alas! Alas! how one's tongue (or pen, which is often worse) does run on sometimes when he thinks people are listening! I fear me that my readers will soon turn over the page unless I bring myself to the close, and yet there are several other things I wanted to speak about. I expected to tell of the experience I had in the Art Institute, when an attendant, seeing me attempting with my camera to make a "time" picture of a striking hall full of reproductions of classic statuary, promptly nipped my little game in the bud. I wanted also to mention the fact that I saw a performance of "Bluebeard" in the ill-fated but magnificent Iroquois Theatre just two weeks to a day before the appalling tragedy which stunned the nation and carried despair to the hearts of so many thousands of people whose friends or relatives were caught in the disaster.

#### "THE PIT:" A DRAMATIC SCENE.

I may conclude perhaps by telling of my experience in the Board of Trade one day after I had witnessed a presentation of "The Pit" at the Garrick Theatre the night before. The instant I opened the outer door I heard the far-off clamor of the brokers as they bought or sold wheat in the pit up-stairs "on the floor." And the noise grew louder and louder as I ascended step by step. When I had finally reached the visitor's gallery, and looked down upon those struggling and yelling traders, I was spellbound. What a pandemonium reigned in that wheat pit! How the tumult swelled! And yet it was rhythmic almost—now sinking down to a low mumbling, and now gathering force and intensity and quickly rising to a deafening but still musical din. All the while knots of men stood here and there on "the floor" near the pit, and even on the topmost step of the pit itself, as indifferent to all the uproar as though it was quiet evening and they were watching the children play on the carpet! On one occasion, as the excitement grew intense and the roar maddening, and as the men pushed and jostled and grabbed one another in their frenzy, I asked the attendant if they weren't more noisy and clamorous than usual.

"No, not as much so," was the astonishing reply. "They are pretty quiet to-day for some reason!"





AN UP-TO-DATE SOUTHERN PHARMACY.—R. H. Jordan & Co., whose store in Charlotte, N. C., is shown in this engraving, are known throughout the State and the South generally as hustling and progressive druggists. The picture itself makes this abundantly evident. It is very clear not only that the store is handsomely decorated, but that a large and well-assorted stock is carried. The room is apparently nearly square—a shape uncommon among drug stores. This permits of an arrangement of show-cases in the center of the store which one seldom sees; and yet it affords an excellent opportunity for the display of goods. A handsome soda fountain, evidently of white onyx, is seen at the rear of the room. Mr. Jordan, one of the proprietors, is the gentleman standing at the right of the white post in the center.



## AROUND THE CAMP-FIRE.

**The Interesting Secrets of an Old Poison Register—The Artistic Manner in which a Chicago Druggist was Held Up—A New and Entirely Original Method of Administering Leeches—A Liniment Yarn—How a Customer Spelled His Name.**

By MEMBERS OF "THE BULLETIN FAMILY."

### THE LIFE HISTORY OF A POISON REGISTER.

"Cal. O. Mell" becomes reminiscent as he turns over the pages of his old poison register, and talks interestingly of some of the incidents which they recall:

Before turning down the last page of my old poison register I am tempted to review the records of its nine years' life upon my counter. It had spaces for registering one thousand sales; all but fifteen are now filled, and the perusal of the pages awakens many memories. The earliest entry of interest is an unfinished one. The customer was an old quack (since dead) who required some Fowler's solution, but who objected to signing, urging that being a "medical practitioner" it was not necessary. I can well remember the rage in which he departed, leaving me with an incomplete entry and an ounce of liquor arsenicalis to return to the stock bottle. I bided my time, and five years later I come upon two entries where I have his signature for perchloride of mercury—this time really unnecessary, the poison being on schedule two and not requiring a registration of sale. He indicated his position, however, by subscribing himself "Dr. Wells." This latter mode of signing is prevalent among these gentry, as I have a signature for laudanum by "Dr. J. H. Duplot." Verily there are a lot of fearful and wonderful signatures in the book, and a profusion of "his X marks."

An entry for strychnine to be used to poison dogs recalls an anxious time. I was at the doctor's surgery when the purchaser came in between two friends who stated that he had taken strychnine. We could not at first credit it, but the next minute all doubt was dispelled and the victim was in throes. The first thing done was to give him bromide and chloral; then a hypodermic injection of apomorphine which produced emesis in what I should think was record time. This treatment went on for hours. The patient had swallowed the dry crystals and kept on getting fresh paroxysms. At times all hope would be gone. It was a harrowing scene when the

family were finally brought to see the end, after which the chloroform mask was applied to control the horrible twitchings. The effect of the anesthetic, however, was magical, and after an hour the victim had improved enough to be removed home; and as he was led to the conveyance he walked as if he were practicing the goose step. I can tell you, it makes one a great respecter of poisons after he has watched their workings for an entire afternoon.

### A TALE FROM CHICAGO.

"H. N. B.'s" memory carries him back to Chicago before the big fire, and he relates a circumstance which, if we may judge from recent newspaper reports, could quite easily happen to-day in the Windy City:

It was way back in '69, when Chicago was only a struggling village, that the incident I am about to relate occurred. Out on the "west side" wild flowers grew, and the now thickly populated districts were rolling prairies. The houses were few and far between, and the druggist usually went about with a "gun" in his pocket and within easy reach of an iron pestle.

One very warm night a certain druggist, whose name need not be mentioned, was seated in the rear of his store watching the hands of the clock crawl slowly towards the closing hour. The flies buzzed about his bald head until his patience was nearly exhausted. Finally the clock struck ten. The lonely leech ceased to swim around in his watery prison, stretched himself, yawned, and nestled down in the corner of the jar and went to sleep. Yawning is contagious, and the druggist had just closed his mouth after vigorously stretching his jaws, when a man hurriedly entered the store. The druggist went out to see what was wanted. The man informed him that while he and his friend were passing the store, the latter had stepped through a hole in the sidewalk and fallen and injured his leg. He would make it "hot" for somebody, leaving the sidewalk in such a careless condition! The druggist



went outside to see what the trouble was. There he saw a man lying on the sidewalk just a few feet from the entrance. He went over and stooped down to examine him more closely, and as he did so the man put his arms around his neck and held him in a tight and loving embrace.

The other man, in meantime, was counting the day's receipts in the till, and sampling some of the druggist's best cigars. Before the druggist realized what was going on, his assailant released his hold, struck him between the eyes, and got up and ran away. It is needless to say that the confederate in the store did not remain to apologize for his friend's rude and ungrateful conduct, and I think the druggist was satisfied that he did not. He sometimes tells this story on himself, and even to this day, when other people laugh, he fails to see the humor of the situation.

#### A LEECH STORY.

M. J. Arneson, of Wellington, N. S. W., the Australian reader who has related so many good



[Drawn for the BULLETIN by Charles A. Miller.]

#### A PROMISING DRUGGIST.

FINNISSEY: "Me bye Molke, phwhat bees workin' t'ree mont's fur yez, wuz purty smart to put up thot preescrípshun fur a babby wan day phwhen yez wor out t' dinner."

DRUGGIST CASEY (aghast): "Phwhat! Put up a preescrípshun fur a babby?"

FINNISSEY: "Shure t'ing! Molke said if ownly yez hod been here to ha' tasted a dose av ut, he's shure he'd ha' met yure apparition."

DRUGGIST CASEY: "'Apparition,' wuz it! You mean me approbation?"

FINNISSEY: "Yis. But Molke wud be tickled to death at ayther wan av thim, I think."

incidents during the last two months, takes his seat around the BULLETIN Camp-fire again this month:

While an apprentice in my native country of Denmark, a rather funny episode happened in the "Swan Apothek." In those days physicians in that place often used leeches, and although it was a not altogether enviable job, I had them under my personal care and attention. Well, one day the doctor who resided next door came in and gave us a verbal order for half a dozen leeches, the patient to call for them. No other instructions followed, and it was assumed naturally that the directions had been given the patient; consequently when the patient turned up, the leeches were delivered to him without further comment.

A good while after, when all remembrance of this rather common incident had slipped our minds, our friend the doctor came in one day in a burst of laughter and casually inquired if any of us remembered so-and-so getting leeches? No, it was too common an experience, and had been entirely forgotten. Well, he said he had just come from the family, having again called upon them in his professional capacity. After attending to their immediate wants, he had naturally asked how the leeches had acted.

"Oh," said the wife, "you mean them little fishes you sent! Doctor, first we tried to make him take them, but he vomited them up every time we made him swallow them, so I finally had to fry them. Oh, yes, he ate them with quite a relish, and they did him worlds of good!"

#### THERE IS MORE THAN ONE WAY OF USING LINIMENT!

Another time [continues Mr. Arneson] this same medico, who had a fondness for a liniment of chloroform, camphor, etc., prescribed it for a patient, and as this one could not see to read, it was explained to him to use hot water to bathe the skin with and afterwards use about a tablespoonful of liniment. Of course he said "Yes, yes, yes," and nodded his head in the affirmative all the while as if he understood perfectly, and then went away. Later on in the month he called upon the doctor and told him he was very satisfied with the medicine.

"It was grand stuff," he declared. "I did exactly as I was told. I went home, I boiled the water, I put a tablespoonful of the medicine in a tumbler, and I poured the water on it. It wasn't the kind



of grog I am used to, but it did the work, doctor. It was certainly great medicine!"

#### HOW HE SPELLED HIS NAME.

"Pills" is responsible for this anecdote:

The following incident occurred some years ago. Dr. S——, the senior partner of the firm, returned to his desk after several months' absence. A Mr.

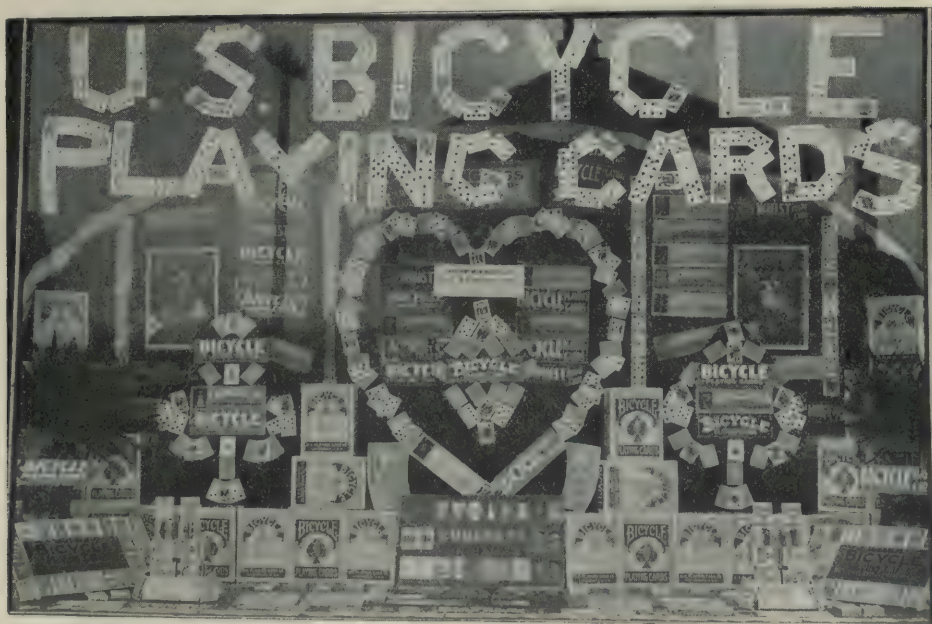
Smith came in to "settle up," and was referred to the doctor. Although Smith was an acquaintance of twenty years' standing, the doctor couldn't recall his name. For obvious reasons the doctor did not feel like asking him outright what his name was, but fell back on the time-honored expedient of inquiring how he spelled it? "S-M-I-T-H; how in the devil else would you spell it!" was the unexpected and, needless to say, embarrassing reply.

## A PLAYING-CARD WINDOW.

The somewhat bewildering, but yet interest-compelling, design shown in the accompanying illustration is sent in to the BULLETIN by C. T. Flacheueker, manager of the New Central Drug Store of Alton, Ill. We have Mr. Flacheueker's word for it that the display attracted a great deal of attention during the three weeks in which it was kept in the window, and that it greatly increased the sale

ter of this heart, and on it are likewise pasted playing cards, together with the word "Bicycle" in the center. On either side of the diamond "cut-out" signs were pasted on to the large heart. The heart was five feet high and the diamond three feet.

Two other "cut-outs," similarly decorated, appear in the window—one on either side of the heart in the center. The "cut-out" on the right of the



of playing cards in the Central store. In the main, the design speaks for itself, but in some particulars it fails to show the details of construction. For instance, in the center of the window a heart-shaped arrangement of cards is apparent; the photograph does not make clear, however, that these cards were pasted on the margin of a large "cut-out" made of pasteboard and covered with red bunting. A diamond-shaped "cut-out" hangs suspended in the cen-

ter of this heart, while that at the left was a club. These were 3½ feet high and were covered with black bunting. Playing cards and signs were pasted on them in the manner indicated by the engraving.

For a background an arch made of lath, and covered with white bunting, had black bunting suspended from it, on which were fastened various signs and festoons of cards. Packages of cards were laid and piled on the window floor.

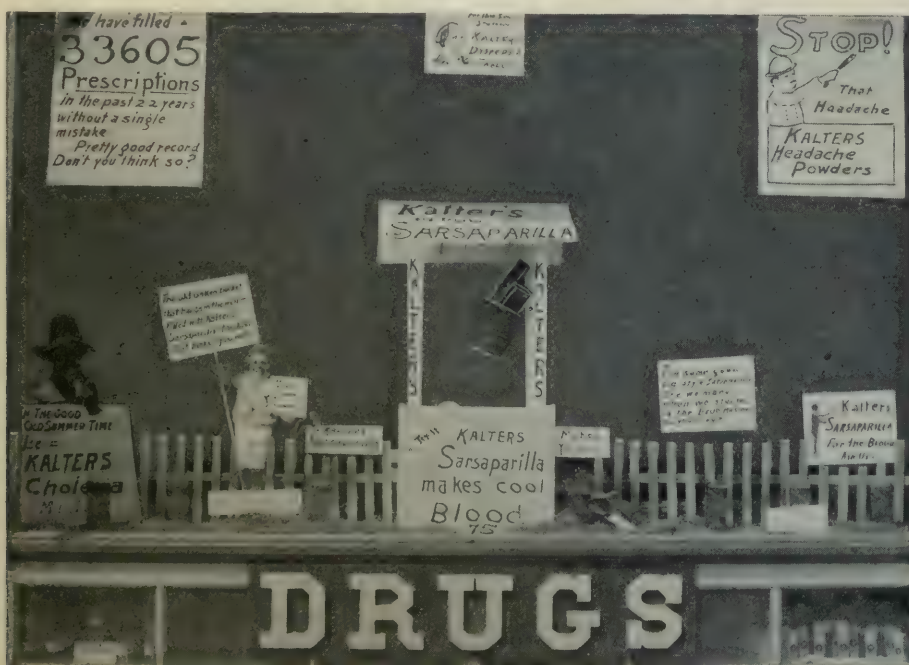


## A SARSAPARILLA DISPLAY.

March, April and May are generally the months in which the greatest sale of sarsaparilla preparations is exhibited; and it is therefore with considerable timeliness that the accompanying window trim is contributed to the BULLETIN by C. C. Green, of Dayton, Ohio.

As will be seen from the engraving, the central feature of the display was a well. The well itself was made of a box, and a roof was hoisted over it by means of four supports. The bucket that hung in the well was formerly a white lead container. The roof was tinted with a little green to represent moss. The well was painted with a mixture of whiting three parts, plaster of Paris one part, with

from the bucket. Perhaps a dozen other packages were scattered elsewhere on the window floor. A number of signs were employed. "KALTER'S OLD RELIABLE SARSAPARILLA" was painted on the roof of the well, while the well itself contained the statement that "KALTER'S SARSAPARILLA MAKES COOL BLOOD—75 CENTS." "MAKES YOU WELL" was the legend painted on the spout. At the left of the well the figure of a boy is seen holding a placard in his left hand and supporting in his right a staff surmounted with a large sign; the latter contained this: "THE OLD OAKEN BUCKET THAT HANGS IN THE WELL—FILLED WITH KALTER'S SARSAPARILLA—THE KIND THAT MAKES YOU WELL." The figure



water enough to make a nice smooth paint, which was then applied with a brush. (This makes a pure white product, and in Mr. Green's opinion is a very satisfactory and yet cheap preparation with which to paint window displays. It may be colored with ultramarine blue or aniline to any desired shade.) Green excelsior was used in the bottom of the window for grass. The fence back of the well was made of lath.

So much for the mechanical construction of the design. Packages of Kalter's sarsaparilla were placed in the bucket, and a pile of bottles also put under the spout as though they had just been pumped

of the boy was an ad. sent out by the "Heides jubus" people. To the right of the well, and fastened to the fence in the rear, was a sign reading: "THE SAME GOOD OLD SARSAPARILLA THAT WE MADE WHEN WE STARTED IN THE DRUG BUSINESS 22 YEARS AGO!"

Then, in addition to the foregoing signs, there were three fastened to the sash across the top of the window-pane having to do with other specialties bearing Mr. Kalter's label—that is, two of them did, while the third contained the statement that "WE HAVE FILLED 33,605 PRESCRIPTIONS DURING THE PAST 22 YEARS WITHOUT A SINGLE MISTAKE."



# SOME PHARMACEUTICAL VERSE.

BY FRANK FARRINGTON.



## TOMMY BROWN'S LOOKS.

Ma says when I git big enough  
A preacher's what I'll be.  
Pa says not much! I ain't that kind,  
So far as he kin see.

He says he'll form a company  
With lots of watered stock,  
An' build me up a dandy store  
In the very biggest block.

He says there's millions in my looks,  
My sody fountain face—  
That's what he calls it—says he thinks  
A drug store is my place.

He says the smile that won't come off  
Is marked right on my phiz,  
An' that'll bring the girls all in  
An' help the sody biz.

Pa, he can tell what gits the girls,  
Because ma says he can.  
I guess I'll foller his advice  
An' be a drug-store man.

## THE "SUCCESSFUL" DRUGGIST.

He worked all night and he worked all day,  
And devil a bit of his time was play,  
For he wanted to lay a fortune away  
To enjoy when he got old.

His was the busiest store in town,  
His methods brought him much renown,  
And people paid their dollars down  
In lots and quantities untold.

He bought and sold, and sold and bought,  
And every sale its profit brought;  
He was never by crafty drummer caught.  
He always made things pay.

He saved each dollar and saved each cent,  
He knew where every farthing went,  
And never for pleasure was any spent,  
But always laid away.

And when he had enough put by  
And thought he could take things easy, why  
He up and died, like you and I  
And every one must do.

Now a man who slaves: is he a fool or no?  
Is it wise to let life's best things go  
For the dollars and cents? Nay, friend, not so.  
Seek life's enjoyments, too.

## THE NEW DRUGGIST.

A feller's come ter Pinkville an' rented him a store  
Down where Jones's barroom used ter be.  
He's washed the windows clean, which they never wuz before,  
An' hung a sign out, "City Farmacee."

He's chopped the bar to pieces an' set a counter there;  
He's taken down the mirror off the wall;  
He's put him up a dinky lot o' bottles round an' square,  
On the edges of the shelves jest where they'll fall.

He's got a sody water case with fassets fer ter draw  
A dozen kinds o' temprunce lemonade.  
He 'nvites you ter be seated an' he hands you out a straw  
'Fore you'd even think yer drink wuz bein' made.

He's jest the slickest duck that ever walked the pike,  
An' he's got the Pinkville girls all daffy, too.  
I guess he's goin' ter make his fortune sure as Mike,  
But Gee! It makes the Pinkville fellers blue!

They stan' around an' rubberneck whenever any girl  
Goes in the store to git herself a drink.  
They'd better git a hustle on an' give hard work a whirl;  
Mister Druggist's come ter stay, I sort o' think.



## HOLMES'S NIGHT OFF.

How a Druggist Passed a New Year's Evening After Indulging Himself All Day with the Picture of a Cosy Time Spent Before the Fireplace with Wife and Baby—A Bit of Pharmaceutical Fiction.\*

By CAROLYN T. MASON.

It was New Year's afternoon. Druggist Holmes leaned against the show-case and gazed meditatively through the window at the gay and care-free throng of passers-by. He had given both clerks an afternoon off, and now at the close of this rather dull first day of the year he was indulging in agreeable visions of a cosy evening spent at his own bright fireside with his wife and baby by him.

His pleasant reflections were rudely broken in upon by the entrance of a small boy who demanded some "shell" salts, and several other customers followed. A little girl asked for five cents worth of borax; and he turned from her to a woman of thirty or thereabouts who wanted something for a toothache. She looked pale and nervous, as one naturally would after suffering all day from the relentless stabs of a "jumping" tooth. Holmes suggested that she try his "Toothache Balm," and he waxed eloquent in relating the marvelous relief it brought under such conditions. She hesitated, but finally said she guessed she would have some laudanum. She had used it before, and it had availed when nothing else would.

Having supplied the woman with the desired ten cents worth, Holmes made the entry in his poison record, and crossed the store to the opposite case to help a man to half a dozen La Havanas. He was an old customer and a politician, and he and Holmes talked over new aspects of the municipal situation for ten or fifteen minutes. Scarcely had he left when two children rushed excitedly into the store.

"Oh, Mr. Holmes," began one, out of breath. "Ma, she sent us up to tell you that Aunt Lizzie be goin' to kill herself with the medsin you gave her."

"What are you talking about, anyway?" asked Holmes, with an incredulous smile. "Aren't you the Garvin children?"

"Yes'm—Yessir," they both answered at once, and the little girl continued: "My aunt, she said

she told you she had a toothache, but she didn't have none. She and my uncle is just goin' to kill themselves."

Holmes looked a little serious. "Is Mrs. Bean your aunt?" he asked quickly. The children nodded.

The junior clerk came in at this instant, and Holmes explained the circumstances, adding, as he put on his overcoat, "Better light up the store, Joe; it's getting dark. I don't believe there's anything in this, but I'll just run over to Bean's house and make sure."

"Why didn't your mother come to me?" he inquired of the children who stood staring at him expectantly.

"Ma wasn't dressed, so she said fer us to run and tell you ez fast ez we could."

"Ma and Aunt Lizzie aint spoke for a long time," vouchsafed the girl after a moment. "She called my pa names."

"Did she come to your house this afternoon?" Holmes asked, as all three passed out of the store door.

"Yessir, and she had the medsin in 'er hand."

Holmes walked rapidly for a couple of blocks, the children following on a half-run at his heels, and finally stopped at a frame dwelling. He rang the bell, and observed while he waited that the place seemed fairly well kept. The shades were half-drawn and there were lace curtains at the windows. Getting no response to repeated pulls at the bell, he walked around the side of the house and knocked smartly on the rear door. A dog within barked sharply.

"She hasn't returned yet," thought Holmes, and sending the children home, he went back to the store. The senior clerk had returned during his absence, and Holmes and his two clerks talked the matter over, with the result that within a quarter of an hour Holmes repeated his visit to the Bean house. The second visit ended as the first one had.

"I think it's all a bluff," he announced on his return to the store again. "There seems to be no one in the house but the dog. I pounded and shook the

\*It may not be amiss to state that this sketch, while largely the work of the fancy, is declared by the author to be based in many particulars upon a recent occurrence of fact—an occurrence concerning which a certain druggist, doing business not a thousand miles from Detroit, might speak feelingly if he would.—THE EDITORS.



door enough to wake the dead, and the cur yelped like mad all the time. It stands to reason that if anybody had been inside, and had been anxious to lead me to think no one was there, he would have hushed up the dog and tried to keep things quiet."

This was a bit of detective philosophy worthy of Holmes's namesake, the redoubtable Sherlock, and it seemed for a minute to dispose of the situation completely. He buttoned up his coat and prepared to leave for home. He had already been detained past the supper hour, and the sharp air had whetted his appetite. Besides, he knew that a small tow-head was pressed against the window-pane to catch the first glimpse of his coming.

"But what's the matter with reporting the affair over at the police station?" said Joe, the junior. "It wouldn't do any harm, and it would take the thing off our hands anyway. Let them do the worrying—that's their business."

"Do as you like," said Holmes, with a shrug of his shoulders, as if throwing off all responsibility. "It may be a good idea, but in my opinion it's a fake. If we paid attention to all these scares, we should be in hot water most of the time."

Joe bolted through the door and started for the station a block or two distant. Holmes thought he would wait a few minutes, but as a quarter of an hour passed he drew down the cover of his desk.

"I guess it has turned out as I thought," he said to Loundes. "There was nothing in the story. I'll go along home. It's half an hour past supper-time already. When Joe comes back have him call me up. It's my night off, you know."

He had reached the door when Joe came running along, out of breath and full of excitement.

"Hurry down to Bean's," he yelled. "Take antidotes—I'm off for the doctor."

Holmes quickly supplied himself with some apomorphine and atropine tablets, slipped a hypodermic syringe and a bottle of capsicum into his pocket, and hurried down to the Bean cottage, where he found that Joe and the doctor had just preceded him. A couple of detectives were there also, and a sullen looking man whom Holmes knew to be Bean was getting basins and water, and obeying the doctor's orders in a dull way as though dazed. On the bed in an adjoining room was stretched the apparently lifeless form of the woman.

Quickly getting things in readiness, the doctor gave the woman hypodermic injections of the atropine and the apomorphine, and then, with Holmes's assistance, bundled her into a chair and held her upright. In a few minutes he began shaking her

vigorously and slapping her face with the palm of his hand in an effort to effect a return of consciousness. Reaching for his bottle of capsicum, Holmes touched her nostrils, lips, and tongue with the fiery liquid, and before long had the satisfaction of seeing her move uneasily, make a wry face, and put her hand uncertainly to her mouth and nose. As the smarting of the capsicum became more appreciable with the fuller return of consciousness, she broke forth into angry complaint. The doctor and Holmes then drew her to her feet, and, much against her will, compelled her to walk briskly up and down the room.

Keeping this up for awhile, and finding that the woman was more and more regaining consciousness, the doctor left, with the parting injunction to Holmes: "Keep her walking. She's all right now, but she mustn't be allowed to lapse into drowsiness."

Meanwhile a close watch had been kept by the detectives on the man Bean, but as he showed no signs of succumbing to the poison, and seemed indeed more under the influence of whiskey than of opium, a suspicion arose in their minds that he had given the drug to the woman, but had been careful to take none of it himself. So they finally marched him over to the station and locked him up, leaving Holmes, Joe, and the woman in sole control of the situation.

Holmes had noticed on entering the house that it was well furnished. A piano stood in the little parlor, and there were evidences of comfort on every hand. He had heard of Bean as an expert cigar-maker, and he had been at a loss to fathom the motive for this attempt at double suicide. Little by little, however, the detectives had drawn the story from the man, and, as consciousness returned, it had been supplemented by the woman.

Bean had been getting twenty dollars a week, but a strike threw him out of work for a long time. In the meantime expenses ran on and bills piled up. To make matters worse, Bean began to drink. At first it was just a little "to cheer him up during the hard times," but later, when the strike was off, his habits were such that he could not hold his former place. He lost one thing after another until finally he made but half his former wage. Things went on from bad to worse until the day before New Years, when he had been discharged again. In a fit of despondency, believing that hard luck pursued them, husband and wife agreed on New Year's day to quit so hard a world, and Bean fortified his resolution by drinking heavily all the afternoon until he was stupid. It was arranged that the woman should



procure the drug, bring it home to her waiting husband, and, dividing it equally, each should take a portion and they would die together—a plan which doubtless would have been successfully carried out, at least so far as the woman was concerned, had she not stopped on her way home and confessed her intention to her sister.

\* \* \*

During the long night hours Holmes and Joe continued by turns to walk the woman back and forth, up and down the little room. Holmes thought grimly of the cosy evening he had looked forward to at home: "And New Year's night, too," he reflected with an inward groan. He was even denied the reward of gratefulness for his unselfish labors. The woman had protested from the first against the restorative treatment, and when complaints availed nothing she showered threats and abuse upon Holmes.

"You're a nice man," she snarled fiercely, as he gently but firmly forced her to pace the room. "You're a nice man, you are, to come here and treat me this way. Why didn't you let me die? I wanted to, and I shall yet. Just wait till my man gets out of jail! We'll do it again, and do it right, too!"

\* \* \*

"The woman has you to thank that she is alive, Joe," remarked Holmes, as, having left the patient to the care of her sister, summoned for the purpose, he and the junior clerk, weary and supperless, walked homeward about midnight.

"Wouldn't her gratitude overwhelm you, though?" said Joe, sarcastically.

"Funny," mused Holmes; "funny that the stuff had no effect on Bean. She swore she saw him take it, too."

"He was full as a cistern," Joe replied with a yawn. "Guess that's why it didn't phase him."

## ADVERTISING PLANS.

**Three Good Ones—A Catalogue of Drugs and Toilet Articles—A Unique Booklet for One's Own Line of Specialties—The Exploitation of Typewriter Supplies.**

By FRANK FARRINGTON.

After all it is the good straight advertising that pays. You may try all sorts of schemes, and use them judiciously, but it is the straight article that brings in the business in the long run.

The straightest of all advertising is the newspaper ad. That ought to receive first attention. After that comes the folder or booklet that you send to your mailing list.

### 1. THE CATALOGUE.

One of the best paying ads. that you can get out (judging from my own experience) is a plain catalogue of the generally useful things in your store. The one I used was 3½ by 6 inches, had a plain red cover and eight inside pages. It was stapled and on the cover read, in the middle, "PRICES TALK." In the upper left-hand corner the book was punched and inscribed in small type: "HANG THIS UP." In the lower right-hand corner was "YOU'LL WANT SOME OF THESE THINGS."

Page 1 inside began:

#### A LITTLE CATALOGUE.

Here is a list of just a few useful things. Many of them are in common use in your house.

If you look down the list, you'll be certain to find a chance to save some money.

This isn't a story book. It is business from cover to cover. Don't throw it away.

Remember, these prices are for the highest grade of goods in every case, unless stated differently.

A

Acetanilid .....  
Acid, carbolic .....  
Acid, boracic .....

Here followed the rest of the alphabetical catalogue with prices. The goods were household drugs, toilet articles, specialties, etc.

On the last page of the cover was the following:

Anything bought of us in person or by mail may be returned if not satisfactory. We always refund money when requested and offer no objections.

Don't hesitate to "kick" if you are in any way dissatisfied.

FARRINGTON'S, DELHI, N. Y.

### 2. THE BOOKLET.

A common-sense booklet for the pushing of a line of your specialties is this one: the "For Want of a



Nail" booklet. It is an eight-page book without a cover, size  $3\frac{1}{2}$  by 6 inches, printed on heavy coated stock. Use a dark green ink on white paper, unless you know of something that you are sure is a better combination. Put a plain rule border (about 4-point) around the matter on each of the inside pages. Here is the general plan of the one I used:

Page 1:

FOR WANT OF A NAIL.

Page 2:

"For want of a nail the shoe was lost;  
For want of a shoe the horse was lost;  
For want of a horse the rider was lost,  
And all for the want of a horseshoe nail."

You remember the old jingle?

Well, it's often so. The great losses are generally due to a lack of attention to some small detail.

Perhaps some one of our valuable specialties (herein described) may be the horseshoe nail that, used now, would save you from a serious loss in health later on.

At all events, here are a lot of good things at money-saving prices. Every article sold on the money-back-if-you-want-it plan.

FARRINGTON'S, DELHI, N. Y.

Page 3:

*Almond Cream.*

There's no preparation equals this for softening the skin and removing the tan and freckles. It makes the roughest skin smooth. It is a real complexion builder of a perfectly harmless sort. Price ———

In this way I went through my entire list of specialties, about six or seven to the page, using all the inside pages.

On the last page, outside, I closed with the following:

WE MEAN THIS.

Our specialties described in this booklet are nothing more or less than a line of proprietary remedies and toilet articles, in no instance inferior to the much advertised makes.

We have placed these on the market in direct competition with those of outside origin.

We offer you better goods for less money, and back every article with our personal guarantee of perfect satisfaction or money refunded upon request.

No red tape about this.

FARRINGTON'S, DELHI, N. Y.

The finishing touch that made the book catchy was a small horseshoe nail which was stuck in and

out through the cover of each one. It helped to make the title pat and it certainly attracted attention. The nails cost little and the work of putting them in was of small consequence. A booklet like this one ought not to cost much more than a cent a copy in thousand lots at any good print shop.

### 3. SELLING TYPEWRITER SUPPLIES.

A catchy ad. that may be too costly for extended use, though it is well suited to reach some particular class in the introduction of a new line, is the one which I shall give directly. In my instance it was used to announce to the typewriter users of my town and vicinity that I had put in a line of typewriter supplies. And right here I'd like to ask why that same line of goods is not a first-rate line for the druggists of the country to carry.

Most druggists carry stationery, but few of them carry typewriter supplies. There is a good profit in them and not a large investment required. The manufacturers will supply advertising blotters and catalogues, and to mail a reminder once a month to the typewriter users in your territory is not an expensive thing to do. It would be even better if you would plan for a regular call, say every three or four weeks, upon the offices in your town.

In selecting a line of these goods, choose a manufacturer who protects the retail trade rather than one whose goods are to be had from any jobber and can be bought by the consumers almost as cheap as you can buy them. Pick out a good line and swear by it and push it, guaranteeing the goods every time.

#### AN ADVERTISEMENT.

But about the ad.; it was a  $3\frac{1}{2}$  by 6 inches card (medium weight, buff cardboard), and in the envelope with it I mailed a couple of the manufacturer's small blotters. The copy read like this:

*A Penny for*

*Your Thoughts.*

We want to buy your attention for a minute at the rate of six dollars a day.

We make our bow.

We have stocked typewriter supplies, and are after the business in that line in this vicinity. Here are some items.

—— ribbons, the most durable ribbons made, practically non-filling—75c., six for \$3.50.

—— ribbons, absolutely non-filling, best of all, \$1.00, six for \$4.50.

All ribbons in black or purple, record or copy-



ing, for all makes of machines. We mail these postpaid for the price named.

Carbon paper in blue or black, — brand, none better, 60c. per dozen.

Cheap carbon, 2c. sheet.

Typewriter papers from 60c. per ream up; all sorts.

Typewriter oil, best, 15c. per bottle.

Erasers, paper, fasteners, and all kinds of odds and ends that go with a writing machine are in our stock.

FARRINGTON'S, DELHI, N. Y.

Into the envelope with this ad. I put (in a No. 1 drug envelope) a bran-new penny. It was a paying ad.

None of the ads. described above show any won-

derful inventive ingenuity perhaps, but they were all straight to the point and did not waste the time of the recipient unnecessarily.

The booklets were of a character to make the average housewife, especially of the farming class, preserve them for some time and really become familiar with them. The women, as I have said before, are the money savers of the family and will generally give pretty careful attention to such advertising.

It's all right for piano and automobile makers to get out elaborate booklets, but retail druggists had better boil theirs down to a common-sense business basis. Don't waste your advertising appropriation on print shop frills and furbelows.

## TWO ANALYTICAL NOTES.

By FRANK O. TAYLOR.

### THE ESTIMATION OF SALOL IN MIXTURES WITH PHENACETINE.

The determination of the amount of salol present in a mixture of salol and phenacetine may be accomplished by taking advantage of their different solubilities in ether.

Salol is soluble in less than its own weight of ether, while phenacetine dissolves to the extent of 1.55 per cent by weight, or 1.124 grammes per 100 cubic centimeters. The solubility of phenacetine was determined by causing a measured quantity of ether to stand in contact with an excess of powdered phenacetine for forty-eight hours at the ordinary temperature (about 25° C.) and shaking occasionally, subsequently evaporating an aliquot portion of the ethereal solution in a tared capsule and weighing.

For the estimation of salol, weigh out 1.0 gramme of the mixture and introduce it into a flask or cylinder, which is then tightly stoppered. Now add exactly 25 Cc. of phenacetine-saturated ether and let it stand with frequent shaking for one hour. Then carefully remove 10 Cc. by means of a pipette, evaporate to dryness in a tared capsule, and weigh it. The difference between the weight of this residue and the weight of the phenacetine contained in 10 Cc. of the solution used will be the weight of salol in the same amount. As this represents .04 gramme of the mixture, multiply

this result by 250 to obtain the percentage. The results are accurate within one per cent.

The alternative of using pure ether as a solvent for the mixture and allowing for the phenacetine taken up, can only be used when the phenacetine is in such quantity as to be incompletely soluble in 25 Cc. of ether. In this case the mixture must be permitted to stand for twenty-four hours in contact with the ether, and frequently agitated.

### THE ESTIMATION OF MERCURY IN ORGANIC COMBINATIONS.

The approved method of estimating mercury in organic combinations or compounds (the destruction of all organic matter by long digestion with nitric acid in a sealed tube) requires skill, together with such apparatus as is found only in well-appointed laboratories, and is at best somewhat dangerous in operation. To save time and to simplify matters, the following method has been successfully applied, and it offers a method capable of application with apparatus more frequently found.

Weigh out accurately enough of the substance to contain from 0.1 gramme to 0.2 gramme of mercury. Place this in a glass flask of about 100 Cc. capacity, add 20 Cc. of water and about 1.0 gramme of potassium chlorate, connect the flask with a reflux condenser, and add through the con-



denser 5 Cc. of concentrated hydrochloric acid. Now heat the flask and contents on a water-bath, until the decomposition of all organic matter is complete and a clear liquid results, with such additions from time to time of chlorate and acid as are necessary to accomplish this. The time of digestion will be from 4 to 8 hours. Now let cool to 60° and then disconnect the apparatus, washing the reflux condenser with water and collecting the washings in the flask. Set aside in a warm place for some hours, or preferably over night, to drive off the dissolved chlorine. After this the mercury, which now exists in solution as mercuric chloride, is precipitated by passing  $H_2S$  through the solution, which should be diluted to about 100 Cc. The addition of ammonia to the solution at the moment

the  $H_2S$  begins passing avoids the precipitation of sulphur, but can only be used if metals precipitable in alkaline solution are absent. If all the chlorine is not evaporated, sulphur will still be precipitated, and in any case it is safer to digest the precipitated mercuric sulphide with sodium sulphite solution to remove sulphur. Other details of the operation are those customary in the estimation of mercury as sulphide. The weight of  $HgS$  found, multiplied by 0.8640, equals Hg.

This method is quite accurate, and approximate results may be obtained without the use of a reflux condenser, but for accurate work the condenser is necessary in order to avoid the loss of mercuric chloride volatilized with the water of the solution. Otherwise it need not be employed.

## FIVE GOOD IDEAS.

**Conceived by Live Druggists in Different Sections—An Improved System for Filing Prescriptions; A Scheme for Disposing of One's Accumulated Stock of Tooth-brushes; An Ingenious Delivery Check, etc., etc.**

### 1. A DELIVERY CHECK.

Frank P. Pyatt, corner of 63d Street and Monroe Avenue, Chicago, does a large business. Having occasion to send out a great many packages to customers, he devised the delivery check which is shown in the accompanying illustration. It explains itself. The check is torn off at the dotted lines and pasted onto the package, being already gummed for the purpose. The stub is retained.

|                         |                                       |
|-------------------------|---------------------------------------|
| For M <u>O. C. Buss</u> | For M <u>O. C. Buss</u>               |
| Address _____           | Address _____                         |
| Paid _____              | Paid _____ Charge _____ Collect _____ |
| Charge _____            |                                       |
| Collect _____           |                                       |
| Del'd by _____          |                                       |
| No <u>354</u>           | No <u>354</u> Del'd by _____          |

FROM  
**FRANK P. PYATT**  
PHARMACIST  
Cor 63d Street and Monroe Avenue, CHICAGO

This plan has several advantages which will be immediately manifest: (1) All the information needed by the messenger is contained on the pasted slip. (2) The presence of the slip on the package, containing the druggist's name, is of itself an advertisement, and the manifest care which the druggist takes cannot but impress the customer favor-

ably. (3) The retention of the stub serves as a check upon the messenger, (4) is useful in case there should be any doubt about any particular package, is also (5) a record of the delivery business transacted, and, finally, furnishes names and addresses for the druggist's mailing list.

### 2. A TELEPHONE BLANK.

|                                                                                                                                                                                                                         |                                                                                                                    |                                                               |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|
| FUHRMANN'S Liquid Corn Cero<br>cures all soft and hard Corns.<br>PRICE TEN CENTS                                                                                                                                        | <b>CHAS. J. FUHRMANN,</b><br>PHARMACEUT.<br>Cor. 9th and East Capitol Streets,<br>Phone E. 747-f Washington, D. C. | High-Class Prescription Work<br>a Specialty. Prices Moderate. |
| <b>TELEPHONE MESSAGE.</b>                                                                                                                                                                                               |                                                                                                                    |                                                               |
| <div style="position: relative;"> <span style="position: absolute; top: 0; right: 0;">190</span> <div style="position: absolute; top: 50%; left: 50%; transform: translate(-50%, -50%); font-size: 2em;">M</div> </div> |                                                                                                                    |                                                               |
| FUHRMANN'S HEADACHE POWDER'S Cures Sick<br>Nervous Headaches and Neuralgia. Price 10 Cents.                                                                                                                             | USE LENOX SKIN POOD for Chapped Lips, Hands and<br>Feet. Tan and Sunburn. Price 10 Cents.                          |                                                               |

It is a matter of common experience that druggists are frequently called upon by their customers



to deliver telephone messages to family or friends. In sending these out it is generally the case that the druggist uses a blank slip of paper. Now a pharmacist in Washington, D. C.—Mr. Charles J. Fuhrmann, of Eighth and East Capitol Streets—has seen an opportunity here to secure a little advertising. He has accordingly devised the blank for telephone messages which is shown in the accompanying cut. The blank is exactly 5 by 6 inches in size.

### 3. THE DISTRIBUTION OF SAMPLES.

Here is a special envelope which Mr. B. S. Cooban, of Chicago, uses in distributing samples of various specialties. The text matter on the envelope is shown by the etching. The envelope is 6¼ by 9½ inches in size. Note the coupon offer contained in the lower right-hand corner.

**COOBAN'S**

**FREE SAMPLE PACKAGE**

---

**FREE SAMPLE COOBAN'S COOLING CREAM.** For chapped hands and all skin irritation, roughness and redness.  
Not sticky or greasy. Dries quickly.  
Price 20c; with the coupon, 15c.

•••

**FREE SAMPLE PARKE DAVIS & CO.'S EUTHYMOL TOOTH PASTE.** An ideal dentifrice; anti-septic and cleansing. A large, collapsible tube; regular price 25c, our price 20c.

•••

**FREE SAMPLE MENNEN'S TALCUM POWDER.** The original, best of all; others are imitations. Regular price 25c, our price 15c.

•••

Call, send messenger or telephone.

TWO PHONES:  
Westworth 502 and Westworth 440.

**B. S. COOBAN & CO.,**  
559 W. 63rd Street,  
Chicago, Ill.

**5c**

This coupon when cut off and signed is good for 5c in the purchase of Cooban's Cooling Cream, Cooban's Cream Jelly, Cooban's Star Quaker Cream, Cooban's Orange Flower Skin Food.

Name \_\_\_\_\_

Address \_\_\_\_\_

CUT OFF ON THIS DOTTED LINE

ope is shown by the etching. The envelope is 6¼ by 9½ inches in size. Note the coupon offer contained in the lower right-hand corner.

### 4. AN ANNUAL TOOTH-BRUSH SALE.

Another plan of Mr. Cooban's is to have an annual tooth-brush sale. This is fully explained in the accompanying reproduction of the mailing card which he got out a couple of months ago for this

year's sale. Mr. Cooban's purpose is simply to get rid of his stock, and to start in every year with new and fresh goods. The strong point regarding the sale is its *bona-fide* character. Brushes which really sell at 25, 35, and even 50 cents, are all closed out at 16 cents each. People are not fooled



#### COOBAN'S TOOTH BRUSH SALE.

On Tuesday Jan 12th, we begin our fourth annual clearing sale of Cooban's guaranteed tooth brushes, the kind that if the bristles come out, you get your money back or a new brush.

Once a year we sell our entire stock of tooth brushes, no matter whether they are marked 25c, 35c, or 50c. They all go at 16c each; if you get a 50c brush and after a trial the bristles come out or it does not give perfect satisfaction in every way, you get in exchange one of the 50c grade.

Many people have bought brushes from us for years, because they last, others buy a year's supply at our clearing sale.

Cannot say how long this sale will last, a year ago only a little over a week; this year we do not expect so long; come early and get the best selection.

We import tooth brushes direct from France, each one is stamped with our name, back of this is our guarantee, no matter if you pay regular price, or sale price, a new one for the old.

We are selling some regular 15c and 20c hand scrubs this week for 10c.

DON'T PUT IT OFF COME TO-DAY.

**B. S. COOBAN & CO.**

559 W. 63rd St. - Chicago, Ill.

Two Telephones  
West. 502  
" 440

into buying for 16 cents something which costs the dealer but 10 or 12 cents, and which he gets expressly for the purpose. This is the department store method; it is *not* Mr. Cooban's way. He thinks that fake advertising and fake special sales bring retribution in their path.

### 5. A PRESCRIPTION FILING IDEA.

The idea represented in the engraving embodied in this paragraph was recently elaborated by Andrew R. Cunningham, the Detroit druggist who does business at the corner of Monroe and Joseph Campau Avenues. The cards are 5 by 8 inches in size, and are made of light manila cardboard. One great advantage of the system is that every possible bit of information about a given prescription is recorded on the card and is thus in one place.



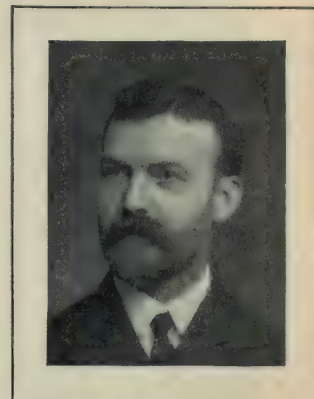
Blank spaces are provided for the number of the prescription, the date of its preparation, the price, the initial of the dispenser, the initial of the checker, and the name and address of the customer. In addition to this, a special notation or record is made each time a prescription is refilled; it will be seen, for instance, that the prescription shown in the engraving was refilled twice (the initials "B-N" and "N-C" after the dates indicating the initials of the dispenser and checker in each case). Moreover, foot-notes provide any special information that may be necessary—when, say, a particular ingredient of the prescription, because not kept in stock, has to be sent for at a neighboring pharmacy, or when a particular expedient in dispensing is resorted to.

Mr. Cunningham gets these cards especially made for him by a local printer.\* When he has been using the system long enough to know just how large the boxes will have to be made in order to accommodate a thousand cards, he will have these made uniform in style and equipment—indeed, will probably have a filing case made for the purpose. When the prescription is first received, it is attached to the card by a wire fastener, and then, the first thing each morning, the prescriptions of the day before are pasted onto the card in permanent shape. The filing system is the result of con-

## PERSONAL.

### THE TREASURER OF THE N. A. R. D.

Chas. F. Mann, of Detroit, who handles the funds of the National Association of Retail Druggists this year, is one of the Roosevelt type of men. When he has anything to say, he says it, regardless of whose corns are being trodden upon. He is a man of strong convictions, and he has the courage to express them. Quite naturally, he frequently meets opposition. What man does not, indeed, who has real opinions? It is only your weak-kneed individual, trimming his sail to every breeze, who is never confronted with opposing forces.

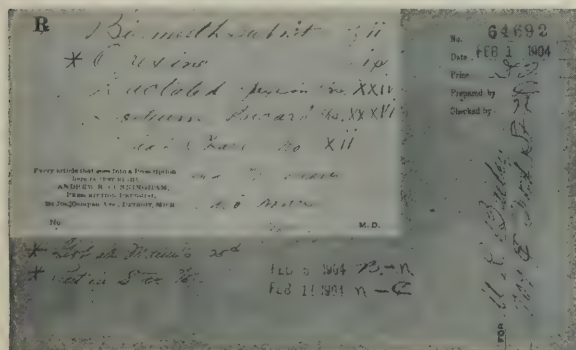


CHAS. F. MANN,  
of Detroit.

Mr. Mann has always been prominent in the affairs of the Michigan Pharmaceutical Association. For years he served with conspicuous ability and faithfulness as the secretary, and later on was president. In this association, as elsewhere, he speaks his mind whenever he deems it necessary, and he strikes out straight from the shoulder. It matters not if the whole room is against him. He is abundantly able to take care of himself. He is a first-class fighter. At the last meeting of the association, for instance, he presented a paper which aroused far more interest than anything else which came before the convention. A wide diversity of opinion was expressed concerning many of the issues brought forth by Mr. Mann, and it so happened that the BULLETIN rashly jumped into the arena and printed an editorial in each of its two succeeding numbers following the meeting.

With this bit of personal history as an introduction, witness the following letter which the BULLETIN has just received from its good friend Mann, who knows how to be ironically humorous when the occasion demands it:

I am enclosing my check for one dollar renewing my subscription to the BULLETIN. This is done with the understanding that should I ever become reckless enough to test my literary ability in writing a paper for the M. S. P. A. again, the BULLETIN will agree to "roast" me in not more than one issue.



siderable thought and experience on Mr. Cunningham's part, and he is firmly of the opinion that it suits his requirements better than anything he has ever seen. The only disadvantage of using a card prescription system rests in this, that a card, taken out for refilling or other purposes, may carelessly be put back in the wrong place, but this can be avoided.

\*Firms like William Suckert's Sons, of Detroit, Mich., manufacturers of blank books and the like, and regular advertisers in the BULLETIN OF PHARMACY, do work of this kind for druggists.





A WELL-KNOWN BOSTON PHARMACY.—This engraving shows a section of the handsome and admirably equipped store in South Boston of Mr. C. A. Curtis, whose location is at 373 Broadway. Mr. Curtis started in business in the spring of 1893, at 226 Broadway, and remained there for five years. In 1898 he moved into his present quarters, and spared no money or trouble in making his pharmacy one of the most attractive and up-to-date stores in South Boston. The fixtures are all solid mahogany, and are hand-carved. As might be expected, Mr. Curtis enjoys a splendid trade, and is particularly popular among the physicians of his locality. Incidentally it may be mentioned that he is a prominent member of the South Boston Club.



## LETTERS.

## DOESN'T AGREE WITH US.

To the Editors:

I have read with considerable interest the editorial in the December BULLETIN entitled "A Grave Source of Danger." You take the position that pharmacists should "positively refuse to take back, to refill, or to handle in any manner a container which has been used in a quarantined house or for a patient ill of a contagious disease like diphtheria, smallpox, or scarlet fever." Let me reply that with very few exceptions a druggist never can satisfy himself as to where a bottle comes from, or for what purpose it has previously been used. He may be able to do this in a small village where he knows everybody, and where only one family lives in a house, but in cities with large populations, where infection most readily spreads, where five, ten, and even twenty or more families live in one house, and where the tenants frequently move, it would be absolutely impossible. It must therefore be admitted that the proposed refusal to accept returned bottles can only be of value when that refusal is extended to *all* bottles without discrimination. To take this stand, however, would be out of the question.

But the main objection which I have to your editorial is simply this: it is poor policy on the part of a druggist to advocate such reforms publicly. It will only arouse the public and surround us with new restrictions. We have too many rules and regulations in pharmacy now, most of which have been indorsed by the druggists themselves, and for the enforcement of which druggists have to furnish the money. Some of these are an actual burden, and are of no benefit to the public. The first we know a law forbidding the use of bottles from quarantined houses will be in effect.

E. C. GOETTING.

New York.

[NOTE BY THE EDITORS.—For reasons which will be found at considerable length in the editorial in the December number to which Mr. Goetting refers, we do not find ourselves in agreement with his position. Answering his first objection briefly, and admitting that in some instances it would not be possible to know whether a given bottle came from a quarantined house or not, we still think that in most cases such information would be available. Answering his second objection, we may ask: "How would evils ever be corrected in pharmacy if they were not discussed in the pharmaceutical journals and at association gatherings?" If the Tweed ring had not been exposed in the public press of New York City, would it ever have been abolished?]

## WHAT DO OTHERS THINK ABOUT IT?

To the Editors:

Would it not be a wise thing for the U. S. P. Revision Committee, while retaining the metric system, to incorporate in the text of the forthcoming edition alternate formulas in the common systems of weight and measure?

Would it not make the book more popular and less of a curiosity?

The metric system is right and the proper thing for chemistry and science, but it will not be wholly accepted in pharmacy—not in our time at least.

And as long as the dispensatories and commentaries are allowed to use the U. S. P. text, and add to that text alternate formulas, there will not be much increase in the sale of the Pharmacopœia, or progress toward the general use of the metric system in pharmacy.

The Revision Committee expends a vast amount of time and does a great deal of detail work in the performance of its duties: the commentaries avail themselves of this labor and reap the benefit. Dispensatories go into every store, while the sale of the Pharmacopœia is not much more than as a textbook in our colleges.

Bring the matter before your readers and get an expression.

L. C. HOGAN.

Chicago, Ill.

## AN INTERESTING SPECIMEN.

To the Editors:

In reading over the last number of the BULLETIN OF PHARMACY (which by the way was a good one), I was much interested in the illiterate orders reproduced in your department of "Letters." This re-

Release gun this little girl  
10 do north of whiskey and  
ginger - the water pipes are  
burst -  
K. Walsh

minded me of an order which I received myself the other day, and I thought I would send it along to you. It may amuse your readers.

J. W. HOOVER.

Chicago, Ill.



### A URINARY BLANK.

To the Editors:

As you know, we do a large business in the performance of bacteriological, chemical, and pathological examinations for physicians. The blank which we use for recording the results of urinary examinations is a little different from anything of the kind that I have seen employed elsewhere, and

| BACTERIOLOGICAL                                                                                                                           | CHEMICAL | PATHOLOGICAL                                                                                                   | PHARMACEUTICAL |
|-------------------------------------------------------------------------------------------------------------------------------------------|----------|----------------------------------------------------------------------------------------------------------------|----------------|
| <b>LABORATORIES OF</b><br><b>THE HAWTHORNE DRUG COMPANY</b><br>BOSTON, MASSACHUSETTS                                                      |          |                                                                                                                |                |
| <b>URINE EXAMINATION</b>                                                                                                                  |          | Made by _____                                                                                                  |                |
| No. _____                                                                                                                                 |          | Date _____                                                                                                     |                |
| For Dr. _____                                                                                                                             |          | Address _____                                                                                                  |                |
| Specimen Marked _____                                                                                                                     |          |                                                                                                                |                |
| Amount in 24 Hours _____<br><small>In health the 24 hour secretion varies from 300 to 1000 cc. (10 to 30 fl. oz.)</small>                 |          |                                                                                                                |                |
| Color _____                                                                                                                               |          | Odor _____<br><small>Fresh—Ammoniacal—Putrid—Brown</small>                                                     |                |
| Reaction _____                                                                                                                            |          | Healthy urine should always be acid when fresh                                                                 |                |
| Sp. Gr. _____                                                                                                                             |          | Sediment _____<br><small>Slight amount of sediment is normal</small>                                           |                |
| Urobilin (Uropigment) _____<br><small>Representing the decomposition of blood pigment</small>                                             |          |                                                                                                                |                |
| Indican (Indoxyl-Potassium Sulphate) _____<br><small>Product of the putrefaction of albuminous substances in the intestine</small>        |          |                                                                                                                |                |
| Sulphates _____<br><small>Normal, calculated as <math>H_2SO_4</math>, may vary from 2.5 to 5 grams (10 to 20 grains)</small>              |          |                                                                                                                |                |
| Uric Acid _____<br><small>Normal, in form of urates, averages from 0.5 to 0.7 grams (8 to 10 grains)</small>                              |          |                                                                                                                |                |
| Urea _____<br><small>Variable as per diet. Normal is about 1 per cent.</small>                                                            |          |                                                                                                                |                |
| Chlorides _____<br><small>Normal, calculated as <math>Cl</math>, should not be more than 10 grams (150 to 200 grains) in 24 hours</small> |          |                                                                                                                |                |
| Phosphates _____<br><small>Earth _____<br/>Alkaline _____</small>                                                                         |          | The total phosphates in terms of $P_2O_5$ should equal 2.5 to 3.5 grams (40 to 50 grains) in twenty-four hours |                |
| Sugar _____                                                                                                                               |          |                                                                                                                |                |
| Albumen _____                                                                                                                             |          |                                                                                                                |                |
| Bile Pigment _____                                                                                                                        |          |                                                                                                                |                |
| Microscopical _____                                                                                                                       |          |                                                                                                                |                |

it has occurred to me that it might be of interest to the readers of the BULLETIN OF PHARMACY. I am accordingly sending you a copy for reproduction if you think desirable. [The blank is 8½ by 11 inches in size.]

HERBERT E. SMALL,  
The Hawthorne Drug Co.

Hawthorne Building, Boston, Mass.

### THE INDEX.

To the Editors:

The BULLETIN OF PHARMACY continues to be one of the best drug journals coming to my table, and the only one having an annual index that is an index. I am ordering an additional copy of July last to get an extra table on "Coloring Agents in Pharmacy" by Prof. Scoville to paste in my formula

book, as I do not want to mutilate my year's volume. This table alone I consider worth the entire year's subscription; and in fact there are few numbers of the BULLETIN that are not worth the annual cost of the journal.

S. R. COOKE.

Wall Lake, Ia., Dec. 29, 1903.

### A PILE OR TURPENTINE EMULSION.

To the Editors:

The following formula is one which I have had occasion to put up with great success as a remedy used in the treatment of piles:

Powdered acacia.....1½ ounces.  
Oil of turpentine.....3 ounces.  
Glycerin .....4 ounces.  
Water .....4 ounces.

Form a homogeneous mass with the acacia and sufficient water; then add the oil in small portions, triturating after each addition until it is completely emulsified. When all the oil has been added, pour in the glycerin and water, which have been previously mixed.

I think it is better in this preparation to use the rectified oil of turpentine instead of the commercial article.

DAVID R. DORN, Ph.G.

Cooperstown, N. Y.

### A CURIOUS PRESCRIPTION.

To the Editors:

I send you a prescription which may interest your readers. It was written by a physician of very

*Dr. Decoct. Salep. c*  
*Gr. XII*  
*ad. 3jv*  
*Elia acid Halleri*  
*Syr simpl 3iii*  
*Syr. Dracod. 3jii*  
*Kinch. Opia 3jii*  
*A teaspoonful 4 times a day*

long standing, and will be found a curious one. I think I shall leave its interpretation to those who enjoy deciphering things.

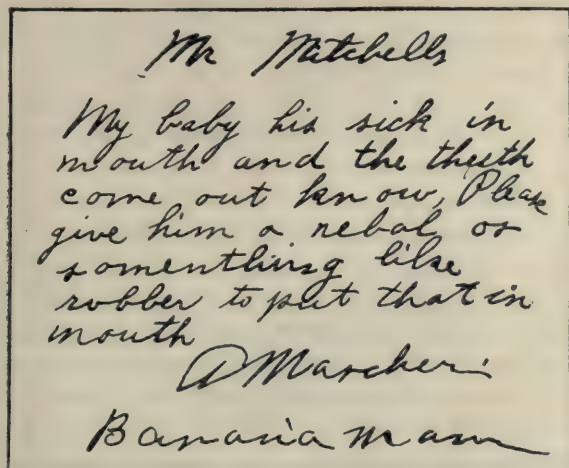
"MACDUFF."



## FROM "THE BANANA MAN."

To the Editors:

A few days ago I received the accompanying order from "the banana man." It occurred to me



that you might possibly like to lay it before the readers of the BULLETIN for their edification.

G. A. PARTRIDGE, Ph.G.

Norwich, N. Y.

## AN INTERESTING LETTER.

To the Editors:

I always enjoy reading the BULLETIN OF PHARMACY, and I was especially interested in two or three things which appeared in the December number. I was, in fact, so much interested in the article on "A Profitable Side Line," contributed by an English pharmacist, Mr. Ernest C. Cripps, advising druggists to become opticians, that I immediately wrote the American Optical College of Detroit, Mich., took up their correspondence course of instruction, and have just lately finished it. I studied every spare moment and made the most of the opportunity. I do not think the course is very exhaustive, but it is certainly very practical.

Another article which interested me in the December number was the letter entitled "An Indignant Protest," and contributed by George W. Bartlett, of Albany, Wisconsin. I strongly agree with Mr. Bartlett that the government tax on alcohol is unfair to a great many druggists inasmuch as they do not try to sell liquor except for medicinal purposes. I know that in my own case I do not sell enough to pay for my license each year, but I nevertheless have to stand a \$25 annual tax simply because I keep a small quantity of liquors on hand for strictly medicinal use. Under such circum-

stances the tax is far too large, and, moreover, as Mr. Bartlett well says, it classes the druggist as a liquor dealer.

Another subject which I would like to see written up in the BULLETIN is "trusses as a side line." I have thought seriously of putting in trusses, and have already sold a few, but would like to get pointers as to fitting them, etc. I hope to see such an article as I speak of in the near future.

E. T. TOWNSEND.

Detroit, Mich.

[NOTE BY THE EDITORS.—Replying to Mr. Townsend's last suggestion, we may say that an article on trusses is already in hand, and will appear in the BULLETIN ere many months.]

## COMIC PRICE CARDS.

To the Editors:

I am sending you three or four specimens of the price cards which I use in our cigar case. I find that they prove very attractive. They are a source of much amusement to waiting customers, and attract attention that well repays their expense. Each one is different, and I make an effort in every case to have the design appropriate to the brand of the



Comic price cards for cigars (cuts about half the size of originals).

particular cigar. Thus there is a play upon words, or a bit of pertinent humor, which appeals to the sense of the ridiculous and elicits the interest of observers. Incidentally let me say that if any reader of the BULLETIN who feels interested will send me



the brand of his favorite cigar, and enclose 10 cents to cover postage and trouble, I will do my best to furnish him with a price card which will tickle his fancy—and possibly the fancy of his customers also. This offer is of course extended out of a feeling of brotherhood for the "BULLETIN Family."

CHARLES A. MILLER.

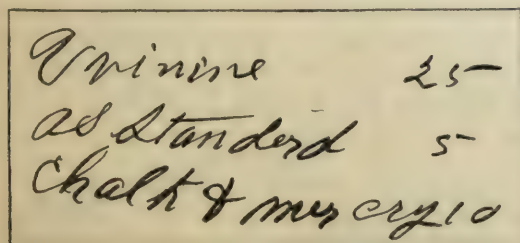
575 Columbus Avenue, Boston, Mass.

[NOTE BY THE EDITORS.—That Mr. Miller is very clever in drawing with his pen will be made yet more clear upon reference to the illustrated joke which he contributes to page 104 of the present issue of the BULLETIN.]

#### UNIQUE METHOD OF SPELLING ACETANILID.

To the Editors:

Here is another contribution to your choice collection of customers' orders. The first and last articles on the order will be readily recognized as being (1) quinine and (3) chalk and mercury, but it may



not be seen at once that the second article is acetanilid. How some people do struggle to get the name of a substance down in black and white!

E. A. BRADSHAW.

Summit, Miss.

#### A CLEVER WINDOW FOR COUGH SYRUP.

To the Editors:

Following is a description of a cough syrup window I put in a short while ago. We call our remedy, "Wood's Tonic Cough Syrup." It is done up in four-ounce, paneled bottles enclosed in a green carton with black lettering, and sells at twenty-five cents.

For the bottom of the window I used white cotton wool with diamond dust sprinkled over it to represent snow. In each of the two corners I placed an evergreen tree about six feet high, on which I hung my display cards: "Stop that cough. It will only cost you 25 cents;" "Wood's Tonic Cough Syrup—25 cents;" "Don't cough in church. Buy a bottle of our Cough Syrup, 25 cents." For the central part of the display I took sixteen tamarac

cordwood sticks just as they came from the bush, each four feet long, and piled them in the window in the form of a hollow square four sticks high. On the four facing the window, and beginning on the top one, I printed with white paint a large "S," on the next one "Tonic," on the next "Cough," and on the bottom one "Syrup," with "25c" in the corner. Of course the "S" on the first stick stood for Wood's. The cartons were placed around the pile and in the space between the cordwood and the trees on each side.

The green cartons with black lettering showed up very prettily on the white wool; and the printing on the cordwood could be seen distinctly almost a block away. The window attracted considerable attention and the cough syrup went like hot cakes.

Of course the druggist could use the display, somewhat modified, for different cough syrups. For instance, for red spruce gum use two spruce trees and spruce cordwood, or for white pine and tar, use pine trees, pine cordwood, and letters of tar.

WILL JOHNSTON,  
Wood's Drug Store.

Rat Portage, Ontario.

To the Editors:

Enclosed please find money order for my subscription for this year. I can join with the rest and say the BULLETIN is the best one of its kind!

R. T. HALL.

Yalesville, Ct., Jan. 18, 1904.

\* \* \*

To the Editors:

I want to begin the New Year right, so I pay for the BULLETIN first of all. I could not do business without it; it has brought many dollars to me during the past year.

L. E. MORRIS.

Castle Rock, Wash., Jan. 1, 1904.

\* \* \*

To the Editors:

I wish to tell you I enjoy reading the BULLETIN more than any other journal, and I take several of the best ones, too.

C. E. NAGLE.

Rochester, N. Y., Jan. 14, 1904.

\* \* \*

To the Editors:

I am greatly pleased with the BULLETIN. Please let me know when it expires, as I may forget it and don't want to miss any numbers.

MARK J. ISAACS.

Chicago, Ills., Jan. 2, 1904.



## BUSINESS HINTS.

### A Letter to Physicians.—

Andrew R. Cunningham, a Detroit druggist located at 264 Joseph Campau Avenue, recently sent out the following letter to the physicians of his locality, and reports that, judging from results, it was the best communication of the kind he has ever mailed:

DEAR DOCTOR: In looking over our prescription files for the past year we find that this department of our business shows a most gratifying growth.

We also find that we have been favored with a large number of your prescriptions, many of which have doubtless come to us as a result of your direct or indirect influence.

We desire to express our appreciation of the favors shown, and can assure you that the attention given your prescriptions has been such as to conserve the interests of your patients and yourself. While we believe it will be difficult to improve our present service, we shall not cease making effort in that direction, for we sincerely desire to exemplify at all times all that is best in the practice of pharmacy.

Again assuring you of our appreciation of your favors, and extending to you the compliments of the season, I remain,  
Very truly yours,

Mr. Cunningham says that several physicians spoke of the letter after receiving it, and in some instances answered it by mail. An increase in the number of prescriptions sent by them was apparent from the start. It was evident that the physicians were pleased by the tone of the communication. Incidentally it may be said that Mr. Cunningham uses stationery on the back of which are two half-tone pictures of the interior and exterior of his very handsome pharmacy. This in itself is quite a novel feature. As for the letters, he has them printed by the firms which so nearly duplicate the work of the typewriter that the difference can scarcely be told. The name of each particular physician is then filled in at the top with the typewriter by Mr. Cunningham or his clerk, and done so carefully the recipient will notice no distinction between the superscription and the letter itself. Each letter of course receives Mr. Cunningham's handwritten signature.

### A Unique Window Attraction.—

The unique feature of the window display shown in the accompanying engraving is the design painted on the window. It will be observed that the window is not made confusing by a multitude of signs, and that, indeed, the only legend used is the one to which we have referred. It tells the whole story, and does it with a directness of statement, and a com-

plete focusing of the attention, which is admirable. The display was made in the window of Dr. George F. Hoffmann, of Pesotuna, Illinois. The design on the window-pane was traced by one of the clerks, who used for the purpose simply a combination of chalk and water. A very good looking rose was



drawn, and across the top of it were the words "Rose Cream." The latter was of course the title of the preparation, and the preparation itself was in turn displayed on the floor of the window. Aside from the novelty of the design traced on the glass, this display is commendable for the reason that it tells one thing and one thing only. It concentrates the observer's attention on one preparation, and keeps it there with a directness which can scarcely fail to yield practical results in the sale of goods.

### Advertising a Toilet Article.—

Minor E. Keyes, of 204 Joseph Campau Avenue, Detroit, recently got out a very neat little folder exploiting "Dermolea," one of his own toilet specialties. Among other things he had this to say:

Dermolea is the result of a long experiment to obtain a soothing and healing lotion for the skin, combined with recognized antiseptics in an elegant and agreeable form.

It is a pure white, healing, soothing, emulent preparation, with a pleasing odor, and when applied is readily absorbed by the skin. It is entirely free from all oily or sticky ingredients, which render many such preparations disagreeable and unsuited for use. Gloves may be worn immediately after applying DERMOLEA. It does not obstruct the pores of the skin.

DERMOLEA protects the skin from the effects of cold and rough windy weather, and is especially valuable in correcting the ill effects resulting from the use of cheap soaps, which are usually adulterated and impure.

Rough Skin is the result of exposure to cold and wind in most cases. The skin becomes hard and sore from the lack of sufficient care. DERMOLEA is made to soften the skin. No matter how dry and hard, a few applications will produce a pleasing result.



**A Cough Adv. for the Newspaper.—**

This one is contributed by H. Piesinger, manager of "The City Drug Store" in Le Sueur Center, Minn. :

## THE SEASON FOR COUGHS AND COLDS

Is at hand and everybody is liable to catch them. Of course, you may get some horehound candy, a box of cough drops, have mother make some flax-seed tea with a stick of licorice in it, rub on some skunk oil and turpentine, take a dose of kerosene; and if all this fails you may ask your neighbor what he used, etc. These remedies may be all right to use at times and under certain conditions. But if they fail to give relief, why do you go on experimenting when you can get almost instant relief with our

## WHITE PINE and TAR SYRUP,

which is scientifically prepared, absolutely harmless to even the smallest child, and every bottle of which is guaranteed. Give it a trial.

**Your money back if not satisfactory.**

**PRICE 35¢ AT**

**THE CITY DRUG STORE,**

**F. W. RYNDA, Propr.**

**LE SUEUR CENTER,**

**MINNESOTA.**

there Mr. Ritten devotes a page to advertising, but this is all. Druggists who are interested ought to drop him a line and request him to send them a specimen copy.

**Some Advertising Cards.—**

Mr. Charles J. Fuhrmann, of Washington, D. C., gets out a series of small advertising cards which he apparently uses in lieu of the customary slip for enclosure in packages leaving the counter. They are 2 by 3½ inches in size and printed on card-board. Here, for instance, is one of them, and it will be seen that it is pretty good :

**Where did  
That Headache ?  
Go \_\_\_\_\_**

**FUHRMANN'S  
HEADACHE POWDERS**

are a quick, safe  
and sure cure .

This cure goes right to the throbbing, tearing pain and soothes it, and does it so quickly and effectually that you will likely ask, "Where did that headache go?" and the cost is only

**10 Cents a Package.**

Mfg only by

**CHAS. J. FUHRMANN,  
PHARMACIST,  
8TH AND EAST CAPITOL STS.**

**A Novel Form of Advertising.—**

Louis N. Ritten, Ph.G., of Estherville, Iowa, gets out an 80-page, paper-bound book entitled "Ritten's Favorite Household Remedies." It seems to us as if this might be pretty good advertising, although the expense must be considerable. Mr. Ritten's underlying idea is to put so much general information in the book that people will keep it constantly at hand. All sorts of useful things, indeed, are to be found within its covers—information picked up here and there, and made into a sort of encyclopedia. Painting hints, antidotes for poisons, methods of cleaning spots off clothes, a bewildering variety of prescriptions for various ailments—these and many other things are presented. In fact, there is very little advertising in the book. Here and

**Collecting a Mailing List.—**

Advertise that on a certain day you will give a card, free of cost, to every caller in your store, entitling him to a chance for some prize; make it strong that everybody in your town who comes in, whether he buys anything or not, will get a card. Thus advises the *Southern Drug Journal*. When the people come, take down the address of each when you hand out the card; no one will object to this if you tell them it is to identify the winner of the prize. You will then have a pretty good directory of addresses, against each of which you can note the appearance, etc., of the parties. As a further aid to trade, offer, say, a bottle of perfume as the prize, then ask each caller his preference in perfumes. That will give you a mighty valuable list of individual preferences if you work it up.



## PRACTICAL PHARMACY.

### Milk of Magnesia.—

Wilbur L. Scoville contributed the following formula for this preparation at the last meeting of the Massachusetts Pharmaceutical Association:

Magnesium sulphate .....250 Gm.  
Sodium hydroxide .....81 Gm.  
Water, a sufficient quantity to make.1000 Gm.

Dissolve the magnesium sulphate in 4000 cubic centimeters of water, and the sodium hydroxide in another portion of 4000 cubic centimeters of water, and filter the solutions. Pour the soda solution slowly, in a thin stream, into the magnesium sulphate solution, with constant stirring. Allow the precipitate to subside, and decant the clear fluid. Wash the magma several times with water by decantation, until the washings are free from saline taste. Transfer the magma to a muslin strainer and allow to drain without pressing. Then retransfer it to suitable vessels and add sufficient water to make one thousand cubic centimeters of fluid, and mix thoroughly by stirring.

One teaspoonful of this preparation contains about three grains of magnesium hydroxide.

The water used in preparing the product must be free from organic matter, or the magma will become discolored. Ordinary tap water contains an excess of organic matter, as a rule, but may be rendered suitable by treatment with alum. To a large jug or tank full of the water add alum in the proportion of about two grains per gallon, mix thoroughly, and allow to stand over night. Then decant the clear water. If the water is decidedly yellowish from organic matter, more alum may be needed, but an excess of alum should be avoided as not clearing the water so well. Long standing with a trace of alum is most effective.

Professor Scoville remarks that the quantity of soda directed is slightly less than is required for complete precipitation of the magnesium sulphate, because caustic alkali is difficult to wash out, and its presence in the finished preparation would be decidedly objectionable.

### The Gelatinization of Tincture of Kino.—

The paper on kino which Mr. Edmund White, B.Sc., late pharmacist of St. Thomas's Hospital in London, communicated recently to the Pharmaceutical Society of Great Britain, is of more than usual interest. In the first place Mr. White has satisfactorily settled that the gelatinization of tincture of kino is due to an enzyme or ferment, known as oxy-

dase. The presence of these oxydases in both the animal and vegetable kingdoms is much wider than was formerly suspected. This enzyme which is sometimes present in kino can be killed by subjecting the gum to a temperature of about 100° C. by boiling in water for fifteen minutes, and then when cool replacing the water lost by evaporation and adding the requisite quantity of 90-per-cent alcohol. It was pointed out in the discussion that gelatinization of tincture of kino now rarely takes place, and the probability is that either the wholesale houses adopt the late Professor Bedford's method of dissolving the kino in dilute alcohol by heat, and so destroy the enzyme, or else kino is now prepared according to Mr. Marshall's method, which includes boiling the juice directly it is obtained and evaporating it to a thick extract. In this way the enzyme is also probably killed, and a tincture prepared by simple cold maceration would yield a non-gelatinizable tincture.

### Protecting Spatulas from Rust.—

One of the best applications to the steel blades of spatulas that are liable to rust, says the *Druggists Circular*, is a mixture of two parts of simple cerate, one part of wax, and enough powdered graphite to give it a steel-gray color. After cleaning the blades a thin coating of this is applied, kept on for a few



SOME WEST AUSTRALIAN ORCHIDS.—This interesting flower study is sent in by Mr. Oswald H. Sargent, of York, West Australia, with whose photographic work the readers of the BULLETIN are already familiar.



minutes and then lightly wiped with a soft cloth. A very thin film adheres to the surface, which though invisible is sufficient to keep oxygen from attacking the steel. The same treatment applied to the steel beams of prescription scales will protect them for a longer time than it can the spatula blades. Such care would be tedious in the case of spatulas in common use; such spatulas, however, are not likely to get rusty. Spatulas that are reserved for special purposes and for occasional use are the only ones likely to require such treatment. Spatulas and other steel instruments that are kept for sale can be preserved indefinitely by a quarterly or semi-annual treatment of this kind, even when exposed in show cases during warm weather.



**SPONGE FISHING IN FLORIDA.**—The collectors shown in the other engraving on this page have filled their boat with sponges, and one of the men is here seen sculling it to the vessel near at hand. When first secured the sponges are black and slimy. They are spread carefully over the deck in their natural upright position in order to permit the slimy matter to run off easily. Meanwhile the animal dies, the tissues dry out, and the sponges are beaten with a short heavy stick which removes most of the slime and animal matter still remaining in them. They are then strung on pieces of coarse twine about six feet in length, and are ready for sale.

#### Ready Method of Heating Water When Needed.—

A simple method of heating water is mentioned by Hansell Crenshaw, M.D., in the *Southern Drug Journal*. It is only this: lower an electric bulb or lamp into a suitable bowl or bucket of water, and turn on the electricity. The water will in no way injure or interfere with the light, and within a few minutes its temperature will be raised to 110° F., or considerably higher, according to the size of the bulb and the quantity of water. It has been suggested that a red globe or bulb would, to some ex-

tent, conserve the heat and increase the temperature of the water. Various modifications of the apparatus, of course, may be made, such as using two bulbs or more in the same vessel where very warm, or even hot, water is desired, etc. Undoubtedly this simple method of heating water ought to be utilized in the home as well as elsewhere, continues Dr. Crenshaw. Warm water in the nursery late at night by this means may always be had, and water for shaving purposes is easily brought to the right temperature by this simple device.

#### Cold Cream, or Facial Massage Cream.—

Writing in *Merck's Report*, John Culley, of Ogden, Utah, recommends the following formula:

|                              |                 |
|------------------------------|-----------------|
| Expressed oil of almond..... | 51 fluidounces. |
| Lanum .....                  | 10 ounces.      |
| Paraffin .....               | 12½ ounces.     |
| White wax .....              | 12 ounces.      |
| Borax .....                  | 1 ounce.        |
| Formaldehyde .....           | 1 fluidrachm.   |
| Hydrogen peroxide .....      | 1 fluidounce.   |
| Oil of rose geranium.....    | 60 minims.      |
| Oil of rose .....            | 120 minims.     |
| Distilled water .....        | 18 fluidounces. |

Melt together the paraffin and wax, add the almond oil, and then the lanum. Dissolve the borax in the water (hot), adding the formaldehyde and hydrogen peroxide. Mix the two solutions and stir and beat thoroughly until cold, then add the oils and continue mixing.

The great secret of success in making "a cream



**SPONGE FISHING IN FLORIDA.**—On this and the following page three interesting pictures are shown which exhibit various phases of the sponge industry in Florida. We are indebted for the use of the photographs to Mr. John N. Cobb, who, as agent of the United States Fish Commission, made a thorough study of the sponge fishery of Florida two or three years ago and afterwards wrote a very interesting report on the subject for governmental publication. The following sentences from Mr. Cobb's pen will explain the picture shown above: "The only apparatus used in collecting sponges is the sponge hook, a three-toothed curved hook with poles of varying length according to the depth of water in which the sponger is working, and the sponge glass—a common water bucket with the bottom knocked out and a pane of window glass substituted. The latter is used for seeing below the surface when the water is disturbed by ripples."



that is a cream" is to have both the oil and water solutions hot, before mixing.

Put up this product in two-ounce cream jars, label, and sell for 25c, yielding a profit of \$2.25 per dozen.

#### Incompatibilities of Diuretin.—

Diuretin is readily soluble in water (E. A. Rudiman in an A. Ph. A. paper). It is not readily soluble in cold alcohol, but is more so in boiling alcohol. It is strongly alkaline to litmus. The addition of acids to an aqueous solution causes a precipitation, probably of both theobromine and salicylic acid. Even carbon dioxide will give a precipitate. When a solution of diuretin is added to a solution of copper sulphate a green solution results if the copper is in excess, but a green precipitate if the diuretin is in excess. Silver nitrate gives a white gelatinous precipitate which is soluble in ammonium hydroxide. Calomel is darkened at once by a solution of diuretin. Mercuric chloride slowly gives a white precipitate. Diuretin gives a violet color with a tincture or solution of ferric chloride if the iron is in excess, but a red if the diuretin is in excess; the iron is not precipitated in either case. It precipitates solutions of alum and lead acetate. Ammonium carbonate, sodium phosphate, or borax slowly gives a precipitate with solutions of diuretin, but ammonium hydroxide, potassium hydroxide or Mayer's reagent causes no apparent change. Tincture of iodine is decolorized at first, but added in

excess it gives a precipitate. Diuretin precipitates aqueous solutions of alkaloidal salts. When diuretin is triturated dry with chloral hydrate or carbolic acid it gives a soft mass.

#### Tooth- and Mouth-wash.—

Mr. John Culley recommends the following formula (*Merck's Report*):

|                             |            |
|-----------------------------|------------|
| Powdered Castile soap.....  | 2 ounces.  |
| Glycerin .....              | 1 pint.    |
| Alcohol .....               | 3 pints.   |
| Water .....                 | 5 pints.   |
| Oil of wintergreen.....     | 160 drops. |
| Oil of cassia.....          | 80 drops.  |
| Oil of eucalyptus.....      | 32 drops.  |
| Thymol .....                | 16 grains. |
| Menthol .....               | 16 grains. |
| Resorcin .....              | 32 grains. |
| Solution carmine, N. F..... | to color.  |

Mix the oils, thymol, menthol, resorcin, and alcohol, add the soap, then glycerin, lastly the water, and color to suit. Let stand a day. Cool to about 40° F. before filtering.

This, says Mr. Culley, makes a perfect tooth- and mouth-wash, thoroughly antiseptic, and easy to prepare. Put up in a 3-ounce square toilet water bottle with sprinkler top. Sell for 25c.

#### A Method of Cleaning Oil Bottles.—

According to the *Journal de Pharmacie von Elsass-Lothingen* the following method of cleaning oil bottles is to be recommended: From 5 to 20 grammes of quillaya bark is placed in the bottle, according to the size of the vessel. Enough cold or lukewarm water is then added to allow of convenient shaking. In the case of bottles which are not too old and have not contained any resinous or drying oils, this is all that is necessary, in addition to rinsing in water, to render the bottles perfectly clean. In order to facilitate drying, the bottles may be subsequently rinsed in alcohol.

#### Hot Lemonade.—

One of the hot-soda drinks so often made but served poorly is hot lemonade. There are numerous ways of preparing hot lemonade—and if you are as particular about making it good as you are about your hot chocolate, there is no good reason why it won't profit you for your trouble. To make it from the juice of half a lemon (*The Soda Fountain*): One teaspoonful powdered sugar; twist a small portion of lemon peel over the cup so as to get a flavor of the lemon; then fill cup with hot water and stir.



SPONGE FISHING IN FLORIDA.—Here we see a sponge auction in full progress. It is an interesting fact that sponges are always sold in this manner. They are dumped on shore and sold off by the auctioneer. The sponges collected in the Key West grounds are classified as follows: "sheep's wool," "yellow," "grass," "glove" and "velvet." A few other unimportant kinds, such as "wire," "hardhead," etc., are generally included with those previously mentioned.



## OBITUARY.

## ERVIN EDGAR EWELL.

Ervin E. Ewell, a well-known alumnus of the School of Pharmacy of the University of Michigan, died last month in New Orleans. Mr. Ewell's life

was a fine protest against the opinion that "slow rises worth by poverty depressed." Born in 1867 at Washington, Michigan, and losing his father when but ten years old, he was compelled to build his career from the ground up. He struggled on through district school and high school, earning his own way, and finally entered

the School of Pharmacy at Ann Arbor in 1886.

Receiving his B. S. in 1890, he accepted one of two positions offered him by the Department of Agriculture at Washington, and soon gained a reputation as a national authority on the beet sugar and sorghum industries, cement manufacture, fertilizers, foods, etc. In 1897 he was made first assistant to the chief chemist of the Department, Dr. H. H. Wiley. Last year he was offered a very lucrative position as chemist in charge of the Southern branch, in Atlanta, Ga., of the German Kali Company, whose home laboratories are in Strassfurth. He was making a great success of this work when stricken down in his 37th year. While on a business trip to New Orleans early in February, he was taken ill with typhoid fever, and died a few days later.

Ervin Ewell stood nobly for the best things in life—simplicity, strict veracity of speech and deed, fidelity to every trust, learning, love of labor. He craved success, enjoyment, reputation, but he did not begrudge their honest price, and he paid every last farthing that they cost in toil and self-denial. His happiness lay in his home and in his work. His devoted wife, Alice Priest Ewell, appreciating the best qualities of his mind and character, aided him to make the very most of himself, proved a real helpmeet. There is a little daughter of three and a half years. All who knew the simple-mannered, toiling scholar will feel a pang at the news of his untimely death.



## NEW REMEDIES.

## Aldthyform.—

This preparation is said to contain 25 per cent of water-soluble thymol and 10 per cent formaldehyde. It is used as a disinfectant and deodorizer.

## Dermalin.—

This, according to Dr. Aufrecht (*Pharm. Centralh.*), consists essentially of a mixture of pure wool-fat and some animal fat. It is free from glycerin and other substances, is soluble in water, and will take up almost 135 per cent of its weight of water or other liquid, without in any other way losing its ointment-like consistency.

## Glycosal.—

Glycosal is the monosalicylic ether of glycerin, and occurs as a white powder, which is soluble in about 100 parts of cold water and freely soluble in alcohol. After its ingestion, or its topical application as a paint in 2-per cent alcoholic solution, the urine gives a distinct salicylic-acid reaction. Prof. N. Sorrentino, of Naples (*Gaz. d. Osped.*), has used glycosal in cystitis and found that it regularly has an antifermentative action on the contents of the bladder, the urine becomes less turbid and does not undergo ammoniacal fermentation so quickly as before taking the drug. Of eleven cases treated exclusively with glycosal there was a relatively prompt recovery in eight. The remedy was given in daily quantities of 3 to 6 grammes. Its action is described as that of salicylic acid and of salol; but it does not upset the stomach or produce ringing in the ears, and is non-toxic.

## Iatrevin.—

This is the name given to a condensation product of mentho-camphor and butyl-phenol. It is easily soluble in alcohol, but soluble with difficulty in water and ether. It appears as a light, clear liquid, with an aromatic odor reminding one of peppermint. In disinfecting power it appears to be the equal of phenol, lysoform, etc., an 8-per-cent solution destroying staphylococcus in three minutes. Until recently, iatrevin has been used only in the treatment of acute and chronic catarrhs of the upper air passages, especially in tuberculous cases, when spraying of from 2.5-per-cent to 5-per-cent solutions were employed. It is now being employed as an inhalation in tuberculosis.



## THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."

### Notice to Querists.

A combination of circumstances, such as experiments still under way, etc., make it necessary to hold over until another month two or three queries, although they came in before the stipulated date—the 21st of the month. In this connection let the editor of this department say, with all earnestness and strength, that the function of the department is quite as much to receive and print formulas, etc., from readers, as to give such assistance to readers. The department is meant to be coöperative in nature. "Give and take" is its motto. With this word of explanation, let us hope that readers of the department will send in specialty or other formulas which they have used with success, in order that they may profit mutually by one another's experience.

### Elixir of Calisaya.

L. P. B. wants to know how to remove the bitter principle from calisaya bark without destroying its medicinal properties. The medicinal properties of calisaya bark are supposed to reside in the bitter principle; better leave it there and disguise it. Make your elixir by adding 2 fluidounces of detannated fluid extract of calisaya with 14 fluidounces of simple elixir, adding 5 grains of saccharin. If your elixir is properly made from good, fresh material, the bitter taste will be barely perceptible.

### Witch-hazel Cream.

W. E. F. wants to know if gum tragacanth would be preserved in witch-hazel containing 15 per cent of alcohol. We presume you intend using glycerin in your cream. That amount of alcohol in connection with the glycerin would make a stable preparation.

### Shampoo Preparations.

We have several queries for shampoo preparations this month, and will answer them under the one head.

#### IMPERIAL SHAMPOO.

Tincture of green soap.....4 fluidounces.  
Salts of tartar.....2 drachms.  
Oil of bergamot.....20 drops.  
Water, enough to make.....2 pints.

Mix and let stand two or three days, then filter.

This is our own preparation. We put it up in six-ounce Paris square bottles with sprinkle tops, and sell it at 35 cents a bottle. The accompanying cut gives a very good idea of the package; the label is lithographed in plain black on a white ground.



Package for Shampoo product.

Tincture of Green Soap (U. S. P.) is used a great deal as a shampoo, diluting it as needed; glycerin may be added if desired.

#### EGG SHAMPOO.

Transparent soap.....2 ounces.  
Glycerin .....1 fluidounce.  
White of egg.....1 fluidounce.  
Tincture of soap bark.....1 fluidounce.  
Extract of white rose.....½ fluidounce.  
Water, enough to make.....1 pint.

Melt the soap with 8 fluidounces of water by the aid of heat, and when cool add the glycerin, tincture of soap bark, and perfume. Mix the white of egg with 4 fluidounces of water, and, when completely dissolved, strain into the soap mixture, adding water if necessary to make one pint. Mix thoroughly, allow to stand 24 hours, then filter.



## DRY SHAMPOO OR SEA FOAM.

|                                                                 |                |
|-----------------------------------------------------------------|----------------|
| Powdered white soap (ivory, Castile, or cocoanut oil soap)..... | ½ ounce.       |
| Salts of tartar.....                                            | ½ ounce.       |
| Water .....                                                     | 8 fluidounces. |
| Tincture of soap bark.....                                      | 1 fluidounce.  |
| Bay rum.....                                                    | 8 fluidounces. |
| Distilled extract of witch-hazel.....                           | 2 fluidounces. |
| Alcohol .....                                                   | 4 fluidounces. |

Mix, dissolve, and filter if necessary. Apply to the hair, and rub dry with towel.

## SHAMPOO POWDER.

- (1) Powdered borax.....12 ounces.  
Salts of tartar.....4 ounces.

Mix and dissolve one ounce of the mixture in one pint of water as wanted.

- (2) Powdered borax.....1 ounce.  
Carbonate of soda, powder.....1 ounce.  
Powdered camphor.....20 grains.  
Oil of rosemary.....10 drops.

Mix. This is sufficient for one quart of water.

## SHAMPOO PASTE OR JELLY

|                              |                |
|------------------------------|----------------|
| White Castile soap.....      | 4 ounces.      |
| Salts of tartar.....         | 1 ounce.       |
| Water .....                  | 6 fluidounces. |
| Glycerin .....               | 2 fluidounces. |
| Oil of lavender flowers..... | 5 drops.       |
| Oil of bergamot.....         | 10 drops.      |

Shred the soap and dissolve with the salts of tartar in the water by gentle heat. Add the glycerin and oils and mix thoroughly. If too stiff more water may be added.

## SHAMPOO CREAM.

|                                    |                |
|------------------------------------|----------------|
| Soap (fine, white, in shreds)..... | ½ ounce.       |
| Rose water.....                    | 1 fluidounce.  |
| Ammonia water, 10 per cent.....    | 1 fluidounce.  |
| Alcohol or bay rum.....            | ½ fluidounce.  |
| Distilled water.....               | 8 fluidounces. |

Dissolve the soap in the water by gentle heat, and, when nearly cold, add the ammonia, rose water, and alcohol, stirring constantly.

See, also, this department of the BULLETIN for December, 1903, and January, 1904.

*Claret Syrup.*

G. H. P.—You will find the following very good:

- (1) Claret wine.....2 pints.  
Syrup ..... 4 pints. |

Mix. Draw solid in a mineral glass.

- (2) Grape juice.....1 pint.  
Syrup ..... 3 pints. |

Mix, and, when serving, add a little acid phosphate or solution of citric acid.

*Liniment; Rheumatic Remedy; Dandruff Cure.*

C. W. A.—The formula given elsewhere this month by "C. A. W." will make you a good general liniment. Another one, which may be used internally as well, and which is not greasy, can be made as follows:

## ELECTRIC LINIMENT.

|                              |                |
|------------------------------|----------------|
| Oil of origanum.....         | 2 fluidounces. |
| Oil of hemlock.....          | 4 fluidounces. |
| Oil of turpentine.....       | 4 fluidounces. |
| Oil of sassafras.....        | 2 fluidounces. |
| Oil of amber.....            | ½ fluidounce.  |
| Camphor.....                 | 2 ounces av.   |
| Powdered capsicum.....       | 1 ounce av.    |
| Powdered myrrh.....          | 1 ounce av.    |
| Ammonia water.....           | 4 fluidounces. |
| Alcohol, enough to make..... | 1 gallon.      |

Mix and macerate for seven days, then filter.

This may be given internally in doses of 10 to 30 drops.

You will find in this department for last month a formula for a good rheumatic remedy.

A formula for a dandruff cure was published last September, and a cut of the bottle and the label used was printed in the November issue. For the benefit of new readers we reproduce the formula:

## DANDRUFF CURE.

|                     |            |
|---------------------|------------|
| Resorcin.....       | 6 drachms. |
| Salicylic acid..... | 20 grains. |
| Bay rum.....        | 1 pint.    |

Mix, and filter.

Diluted alcohol, perfumed as desired, may be used in place of the bay rum. The salicylic acid prevents the hair from being changed in color by the resorcin.

*Information Wanted.*

C. A. W. wants to know how the following formula for liniment can be changed so that it may be used internally:

|                        |           |
|------------------------|-----------|
| Cotton seed oil.....   | 1 pint.   |
| Crude oleic acid.....  | 1 ounce.  |
| Aqua ammonia.....      | 1 pint.   |
| Oil of turpentine..... | 2 ounces. |
| Spirit of camphor..... | 2 ounces. |

Mix.

This will make a good stimulating liniment; to fix it up so as to be safe for internal use would spoil it as a liniment. By substituting lime water for the ammonia, the caustic action of the ammonia would be overcome, but that would destroy much of its value. See answer to "C. W. A." elsewhere.



*To Keep Flies off Cattle.*

B. F. M.—The sample you send seems to be crude petroleum oil containing about 3 per cent of carbolic acid. Crude oil is a well known remedy for fleas and other insects on animals, and with the addition of carbolic acid we should think would make a good "fly shooer." Try it. The Pennsylvania oil is best; it contains little or no sulphur, and does not have so rank an odor as the oils from other sections.

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## QUERIES.

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*Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.*

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*Mucilage of Acacia.*

F. C. R.—This subject came up for discussion at the last meeting of the American Pharmaceutical Association, held on Mackinac Island, Mich. Lewis C. Hopp, president of the association, remarked that whenever it became necessary in an emergency to make mucilage of acacia quickly he had found that "tarlatan" served the purpose of a strainer much better than ordinary muslin. The meshes were larger. He went on to say, too, that in general it was much better to use granulated acacia instead of the powdered article in the manufacture of the mucilage. W. A. Hall declared that he had found the following method to be the most satisfactory in the preparation of this article: Using a wide-mouth bottle, he fills it completely full with distilled water and acacia in the proper proportions—so full, indeed, that the cork, when inserted in place, touches the liquid. The bottle is then stood first on one end, and then on the other; and this process is repeated three or four times a day. A solution is thus soon made without any difficulty, and it keeps better than when made by any other process. Mr. Ebert remarked that mucilage of acacia would always keep well if 25 per cent of lime water were used in its preparation; and Mr. Smith went further and stated that he always used 50 per cent of lime water. When so made, said Mr. Smith, the product keeps nicely, and for emulsion purposes is a great improvement over the ordinary article. It was brought out in the discussion, however, that a lime-water product could not be used in a prescription where alkaloids

were involved. To avoid any such difficulty Mr. Hopp uses a small portion of chloroform water in the preparation of his mucilage. This preserves it nicely, and causes no incompatibility under any conditions.

*Filling Capsules with Essential Oils.*

F. S.—This subject was covered by a note contributed two or three years ago by William G. Toplis at a meeting of the Philadelphia College of Pharmacy:

To seal soft capsules requires too much time and preparation, he said, and attempts to seal the covers of hard capsules are not uniformly successful. There is a probability that at least one in a dozen will leak. The addition of absorbent material ordinarily results in the production of too bulky a mass. Starch, however, he had found to behave in a manner which avoids this. He illustrated his procedure by describing the dispensing of half a drachm of terebene in twelve capsules, as follows: "Weigh out one-half drachm of potato starch, place it upon the pill-tille, pour the liquid upon it, and with a spatula intimately incorporate. The result is a very thin flowing mixture, altogether too fluid to handle. Now add three or four drops of water and stir briskly; at once the mass begins to stiffen. Again add a few drops of water, with stirring as before; repeat if necessary until the mass becomes quite solid. It may now be formed, by the aid of a couple of spatulas, into a rectangular figure, and subdivided into the requisite number of parts. This method seems to be quite satisfactory, as it is possible to dispense the prescription in capsules not larger than number three. Arrowroot answers as well as potato starch, but more powder is necessary, nearly twice the weight being required; still, even with this addition, it is possible to put the prescription into twelve number two capsules. The arrowroot is considerably heavier bulk for bulk. It is possible to dispense such a prescription within ten minutes. The greasy box is impossible, and the first objection to this method has yet to be recorded.

*Bay Rum of "Fair Quality."*

P. N. H.—The following formula was contributed to the BULLETIN two or three years ago by the well-known Chicago druggist, Mr. A. E. Hiss. It has less alcohol than the pharmacopoeial product, and enables the druggist to compete with barbers' supply houses:

|                        |                |
|------------------------|----------------|
| Oil of bay.....        | 4 fluidrachms. |
| Acetic ether .....     | 1 fluidrachm.  |
| Alcohol .....          | 3 pints.       |
| Powdered talcum .....  | 2 ounces.      |
| Water .....            | 5 pints.       |
| American saffron ..... | 30 grains.     |

Mix the oil, ether, alcohol, and talcum, agitate thoroughly, add the water and saffron, agitate again, let stand twenty-four hours, and filter clear.





A DISTINGUISHED A. PH. A. GROUP.—This "snap shot" was taken last fall at the meeting on Mackinac Island of the American Pharmaceutical Association. It depicts the "every-day appearance" of a number of men prominent in the councils of the Association. Very properly, General Secretary Caspari stands a little forward in the center of the group, and the others, reading from the left, are: Professor E. A. Ruddiman, Mr. J. W. T. Knox, Mr. Charles W. Parsons, Professor John T. McGill, Stenographer McLean, Professor W. J. Teeters, and Dr. E. M. Houghton. The pronounced smile on Professor Ruddiman's face is accounted for by the fact that he had just thought of another "Why in Pharmacy!"

### *A Capsule Mass Containing Creosote Carbonate.*

A. P. G. submits the following prescription for criticism:

|                                 |             |
|---------------------------------|-------------|
| Ergotine .....                  | 20 grains.  |
| Fluid extract of gelsemium..... | 20 minims.  |
| Creosote carbonate .....        | 100 minims. |
| Zinc sulphocarbolate .....      | 20 grains.  |
| Quinine sulphate .....          | 20 grains.  |

Mix and divide into 20 capsules.

A. P. G. says that he has tried powdered elm, powdered soap, and powdered licorice root in making a mass, but none of these has proved satisfactory. We may say that the trouble is due to the excess of creosote carbonate, which is a syrupy liquid. It will aid somewhat to use a powdered or solid extract of gelsemium (in proper proportion!) in place of the fluid extract, but the problem consists in absorbing the creosote carbonate. We can only suggest using the necessary quantities of powdered licorice and magnesium carbonate, and putting the mass up in a proper size capsule.

### *Silvering Mirrors.*

W. C. H.—This is the process known as Draper's method:

Dissolve 560 grains of Rochelle salt in 3 ounces of water. Add silver solution to 1 ounce strong ammonia until brown oxide of silver remains undissolved. Then add, alternately, ammonia and silver solution carefully until the nitrate of silver

is exhausted, when a little of the brown precipitate should remain; filter. Just before using mix with the Rochelle salt solution and dilute to 22 ounces. Clean the mirror with nitric acid or plain collodion and tissue-paper. Coat a tin pan with beeswax and rosin, equal parts. Fasten a stick  $\frac{1}{8}$  inch thick across the bottom. Pour in the silvering solution. Put in quickly the glass mirror, face downward, one edge first. Carry the pan to the window and rock the glass slowly for half an hour. Bright objects should now be scarcely visible through the film. Take out the mirror, set it on edge on blotting paper to dry. When thoroughly dry, lay it, face up, on a dusted table. Stuff a piece of softest thin buckskin loosely with cotton. Go gently over the whole silver surface with this rubber in circular strokes. Put some very fine rouge on a piece of buckskin, laid flat, on the table, and impregnate the rubber with it. The best stroke for polishing is a motion in small circles, at times going gradually round on the mirror, at times across, on the various cords. At the end of an hour of continuous gentle rubbing, with occasional touches on the flat, rouged skin, the surface will be polished so as to be perfectly black in opaque positions, and, with moderate care, scratchless. It is best, before silvering, to warm the bottle of silver solution and the mirror in water heated to 100° F.

### *Coloring a Liniment Green.*

O. F. J. is interested in the formula for "Perkins' green oil," a liniment sponsored by T. W. Perkins on page 231 of the BULLETIN for June, 1903. He wants to know what kind of chlorophyll is to be used for coloring the preparation. Mr. Perkins tells us that what is wanted is the chlorophyll paste which is made and used for oily mixtures. Perfumers use this product very largely, and it is manufactured by such houses as Merck & Co.



STILL ANOTHER.—These pharmaceutical celebrities will be recognized at once as (reading from the left) Mr. George W. Parison, of Perth Amboy, N. J., and Professor Henry H. Rusby, Dean of the New York College of Pharmacy. The kodak was aimed at these men while they were in attendance last fall at the meeting on Mackinac Island of the American Pharmaceutical Association.



*A Hair Dye.*

N. E. B. asks how the following formula for a hair dye can be satisfactorily compounded. He has tried it several times without success:

|                      |            |
|----------------------|------------|
| Silver nitrate.....  | ½ ounce.   |
| Distilled water..... | .8 ounces. |
| Green soap.....      | .4 ounces. |
| Gum arabic.....      | ½ ounce.   |

It is extremely unlikely that this formula can be satisfactorily compounded. A thick and sticky emulsion is probably all that could be made of it, and its application would be much short of giving a satisfactory effect.

Koller gives the following as a practical and simple hair dye:

Remove all grease from the hair by washing it with soap, and then by means of a comb apply the following every eight to fourteen days:

|                      |            |
|----------------------|------------|
| Yellow vaselin.....  | 1 ounce.   |
| Silver nitrate.....  | .3 grains. |
| Distilled water..... | enough.    |

The silver nitrate is to be dissolved in the smallest quantity of hot distilled water, and incorporated with the vaselin.

*Elixir of Heroin and Terpin Hydrate.*

E. A. L.—The following formula has been published as perfectly satisfactory:

|                                      |          |
|--------------------------------------|----------|
| Terpin hydrate .....                 | .80 Gm.  |
| Heroin hydrochlorate .....           | .025 Gm. |
| Alcohol .....                        | 180 Cc.  |
| Glycerin .....                       | 180 Cc.  |
| Spirit of orange compound.....       | 15 Cc.   |
| Distilled water, enough to make..... | 480 Cc.  |

Dissolve the terpin hydrate and the heroin hydrochlorate in the alcohol, and then add the spirit of orange compound, glycerin, and sufficient distilled water to make 480 cubic centimeters. Allow the solution to stand for a day and then filter it.

If exposed to a lower temperature than when made, this elixir will deposit crystals; these, however, can be redissolved by warming the solution gently.

*Aromatic Tincture of Rhubarb.*

F. A. L.—We are at a loss to know why this tincture should explode and burst the container. The only explanation that we can see is that the bottle was filled too full, so that when expansion took place through a change of temperature, the bottle gave way. This very frequently happens with all liquids.

*Tablets of Cascara Sagrada.*

O. F. J. wants a formula for cascara sagrada tablets weighing about 30 grains each. Let him try this one:

|                                       |              |
|---------------------------------------|--------------|
| Extract of cascara sagrada.....       | .5 grains.   |
| Powdered sugar .....                  | .25 grains.  |
| Syrup of acacia, enough to granulate. |              |
| Oil of lemon.....                     | 1/100 minim. |
| Oil of cloves.....                    | 1/200 minim. |

A 30-grain tablet is quite a large one to make by hand, but any of the standard machines, as, for instance, Colton's, Stokes's, etc., will do it, although it will be hard work. Colton's machine is made here in Detroit by Arthur Colton, at the corner of Brush and Macomb Streets.

*A Liniment of Salicylic Acid.*

C. A. C. wants to know how a perfect solution can be made of this preparation:

|                                |             |
|--------------------------------|-------------|
| Salicylic acid .....           | .7 drachms. |
| Diluted alcohol .....          | .3 ounces.  |
| Tincture of opium .....        | 4½ drachms. |
| Spirits of turpentine.....     | 1½ ounces.  |
| Sweet oil, enough to make..... | .12 ounces. |

We doubt if anything but a shake mixture can be made of this liniment as it stands. The salicylic acid can be dissolved in the alcohol and in the spirits of turpentine, but to make an emulsion it will be necessary to substitute a soap for the sweet oil.



A PROMINENT BUFFALONIAN. — This shows the features of Dr. Willis G. Gregory, who was recently elected to the presidency of the New York State Board of Pharmacy, one of the chief politico-pharmaceutical positions in the country. The New York State Board is really a combination of three boards, made up of the "western," the "middle," and the "eastern" branches; each has five members, and the parent board therefore comprises fifteen men. Dr. Gregory has always been a prominent pharmacist in Buffalo, and is likewise the dean of the Buffalo College of Pharmacy.



*Transfer Pictures in Photography.*

L. L.—Prints on silver paper are made transparent by the following process: Print the image on the back of heavily silvered paper until the picture is well printed, viewing the paper by transmitted light. Tone and fix, and, when dry, make the paper translucent with the following liquid:  $\frac{1}{2}$  ounce of poppy oil,  $\frac{1}{8}$  ounce of balsam fir, and  $\frac{1}{4}$  ounce of spirits of turpentine. These prints may be mounted by a gelatin solution—one in which two parts of gelatin are dissolved in 4 parts of water, with the subsequent addition of 8 parts of alcohol.

*Shoemakers' Ink.*

C. E. N. wants a base for cobblers' ink to use on the bottom of shoes. He has been using 4 ounces of carnauba wax, 1 ounce of starch, and 1 ounce of soap in 1 quart of boiling water. This, however, is too thick, and when less soap or starch is used in order to thin it, the wax separates.

Why not use a solution of carnauba wax in turpentine?

*Liquid Bluing.*

W. J.—Here is a satisfactory formula:

|                     |                           |
|---------------------|---------------------------|
| Prussian blue ..... | 5 ounces av.              |
| Oxalic acid .....   | $1\frac{1}{4}$ ounces av. |
| Water .....         | 10 fluidounces.           |

After solution is effected, dilute as much as desired.

Soluble blue or blue aniline may also be employed for making this preparation.

*Sodium Salicylate Tablets.*

M. J. B.—Sodium salicylate may be prepared for manufacture into tablets by the addition of mucilage of acacia or mucilage of tragacanth, while talcum is effective as a lubricant. At best, however, these tablets are difficult to prepare, and are a source of trial even in the large manufacturing establishments.

*Turning One's Hair Gray.*

C. F. R.—The only method we know of for accomplishing this feat is for a man to spend a night up in a tree with a big bear constantly striving to climb up to him. Let your customer try this expedient.

*Short Answers.*

J. G. B.—The compound oil and suet emulsion which you mention is not a homeopathic preparation, but is made from the formula of Dr. Russell, a prominent New York specialist in tuberculosis, who uses it instead of cod-liver oil for consumptive patients. The preparation is now marketed by a manufacturing house.

O. V. W.—Two excellent books of formularies, both of which contain perfume recipes, are the "Standard Formulary," published by G. P. Engelhard & Co., at 358 Dearborn Street, Chicago, and the "Era Formulary," published by D. O. Haynes & Co., at 8 Spruce Street, New York City.

T. J. W.—We regret our inability to give you any assistance regarding the action of galactose on Barford's test solution, and suggest that you write some authority like Dr. Prescott of the University of Michigan.

O. A. K.—Orange peel, 2 ounces in 8 pints of product, would be a good aromatic for your herb bitters; or, if you prefer, you might use 1 or 2 drops of oil of orange to each pint of product.

H. M. M.—If you want a cloudy product, why not try the "compound syrup of hypophosphites" of the National Formulary? Add a little more nuxvomica if you want increased cloudiness.

C. A. C.—Creosotal can be emulsified according to the ordinary method of emulsification if it is first dissolved in any ordinary oil.

J. E. S.—Oil of rhodium is ordinarily employed as a scent for baiting wolves and other animals.

S. S.—We are unable to furnish you with a formula for the proprietary ointment mentioned.

S. J.—We are at a loss to know just what kind of a hair preparation you want.

J. C. A.—Carnauba wax may be dissolved in turpentine.



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All articles for publication and all communications bearing on the text should be addressed:

**EDITORS BULLETIN OF PHARMACY,**  
Box 484, DETROIT, MICH.

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## EDITORIAL.

### "HANDLING AND SELLING POISONS."

We are able to present elsewhere this month a symposium on the dispensing of poisons which will be found of the utmost interest and importance. Eleven pharmacists of recognized ability give the benefit of their wide experience gained in years spent behind the counter; and it would be difficult to overestimate the value of the suggestions which are thus brought together for comparison.

It is significant that every writer declares the alarm poison closet to be a useless safeguard against errors. And the reason is indicated by Mr. Hopp, who remarks that "Persons depending on alarm clocks rarely hear the alarm after having it in use for a month or two." Several contributors believe that to have poisons by themselves, either in a cabinet or otherwise, is to achieve convenience and lessen

somewhat the liability of error, but they have no faith in the alarm feature. Other and better precautions there are, and the discussion points to five in particular:

1. Read the label—*Read the label*: this is the authoritative and stern admonition given by Mr. Campbell and one or two other dispensers of experience. Read it when the container is taken down from the shelf: read it when it is put back in place. "The two errors we have made in ten years," says Mr. Campbell, "were caused by the too-confident, know-it-all clerk who failed to *read the label*!"

2. Keep poisons in their original containers: this excellent advice is given by Messrs. Hynson, Burge, Hensel, and Boring. These containers are distinctive in themselves, and afford one of the very best safeguards against confusion. "For Heaven's sake," declares Mr. Hynson with a well-founded fear of danger, "do not put poisons in uniform dispensing bottles!"

3. Have poison containers so arranged that they cannot be found mechanically and without conscious thought. Messrs. Hopp and Eliel use cabinets of their own construction, provided with drawers in which the containers are placed without any classification or order. These drawers bear numbers, and one must look up the location of any substance in the book provided for the purpose before it can be found. Different methods of attaining the same end are followed by Messrs. Boring and Hynson. Mr. Boring arranged his poisons in groups according to their bases, with the latter not in regular order, so that the dispenser must search for what he is after. Mr. Hynson studiously avoids having poison containers arranged methodically, or having them put back always in the same place, and thus compels dispensers "to *look* and not *feel* for what they want."

4. The cardinal importance of a good checking system is made apparent in the discussion. This enables the dispenser to head off errors once made, and should be universally employed and religiously carried out. Mr. Alpers speaks of several minor



mistakes in his experience which have been discovered in time by this means. When the dispenser begins work on a prescription he should put all the containers on the left-hand side; as he uses them one by one, he should place them on the right side; and then, when he is through, the checker should be called. The latter should see that containers and prescription agree. Mr. Alpers would go farther and have the dispenser leave the ingredients unmixed until the checker can satisfy himself that the amounts employed are correct. At any rate, the condemnatory habit of putting the containers back on the shelves as fast as they are used should be scored in the severest language.

5. But, after all, the best and the surest safeguard against error is constant care and alertness. As several writers declare, eternal vigilance is the only price of safety that will be accepted. If other ways and means are not fortified and supplemented with this they will avail little. "My experience tells me," says Mr. Hynson, "that nothing short of concentrated, conscientious thought will prevent mistakes in dispensing."

Alertness—Vigilance—Care: these are the best safeguards, and they should comprise the creed of every conscientious pharmacist.

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#### THE LOCAL SECRETARY: WHAT CAN HE DO?

Mr. Fred S. Nagle, of Wilkesbarre, Pa., has won a prize offered through the "N. A. R. D. Notes" for the best paper in answer to the question: "What Can a Local Secretary do to Make His Association More Successful?" Mr. Nagle's paper is full of good things. He makes it clear how an aggressive, interested secretary can keep his association in vigorous health and spirits, and prevent the slow death which too often begins almost immediately after organization has taken place.

The local secretary, realizing that everything depends upon him, should keep a firm hand on the helm. Immediately after organization is completed, he should send membership blanks and literature to non-members, and in addition call on them personally whenever possible. He should have a complete list of the druggists of his territory by him for constant use. He should see to it that the dues are kept paid, and, when they are not, should either go himself after them or send a committee appointed for the purpose. When a member is reported as not living up to the requirements of the association, the

secretary should take the matter up at once with some officer or committee, and the offender should be visited and asked to do what is demanded in the premises; and if conciliation fails, "the N. A. R. D. discipline should be vigorously applied." If possible, a small bulletin or monthly news sheet should be published in order that members may know what is going on and may have something upon which to feed their interest in the association; and the secretary should also establish a bureau of information at his office or store—a bureau "conducted without fear or favor."

But real service of this kind on the part of a secretary means time and thought and energy, and it should be compensated for. No one can be expected to do such work gratis, and no one will. The association had better pay the price and get results than keep its money and get—nothing!

Mr. Nagle points out that a local association should use its organized strength for a wider purpose than merely to correct the cut-price situation. If the physicians are doing their own dispensing too freely, a committee should arrange for a hearing before the local medical society; and on general principles it is an excellent plan for the druggists to give the physicians a smoker or banquet once a year where the spirit of fraternity may be cultivated, and where subjects of mutual interest may be fully discussed. Whenever an obnoxious bill is before the legislature, the association should coöperate with the State organization in compassing its defeat; and it should likewise extend a helping hand when a meritorious measure is under consideration at the capital. In the smaller towns an earlier closing hour should be established, and easily can be by that concert of action which a thoroughly organized locality makes possible.

In these and other ways a local association may be of much service to its membership. And it should always be borne in mind by the secretary, too, that the more he can have the association do, the greater and more constant will be the interest felt in its affairs. It is a lack of interest—it is apathy—which causes so many local organizations to die from lack of nourishment.

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To our valued contributor, Mr. B. S. Cooban, we tender our sincere sympathy in the loss of his mother by death. Mr. Cooban's department of "The Druggist's Specialties" will be resumed next month.



### THE IMPORTANCE OF ANTI-COCAINE LEGISLATION.

A letter which the editors of the BULLETIN have recently received from a correspondent indicates how essential it is that anti-cocaine legislation be made universal, and how important a bearing the bill before Congress will have on the situation. Our correspondent resides in a State where an anti-cocaine law was enacted a year or two ago. The law has exhibited its deterrent force by a very material decrease in the jobbing sales of the drug *within* the State; but it is a significant fact that the sales of the jobbers in contiguous States have quite as markedly increased! It is plain that while cocaine-selling druggists feared detection and punishment if they bought the drug of the jobbers in their own State, they did not hesitate to beat the devil round the stump by going elsewhere for it.

Nor is this all. Several druggists (save the mark!) from at least one other commonwealth advertised in the newspapers of the State where the law was in force that they would mail morphine and cocaine to consumers in whatsoever quantities they desired! So brazen and nefarious a traffic as this ought to be stopped at once; hence the necessity for a federal law regulating interstate transactions, and the importance also of legislation, not in a few of the larger States only, but in all of them.

As our readers know, the Beal model anti-narcotic law, contained in a general poison bill, is now before Congress and is fortunately quite likely to be passed. Measures have likewise been introduced in the legislatures of New York and one or two other States, and more are likely to follow before the legislative season closes. The New York bill is being pushed with the vigor characteristic of the pharmacists of that State, but we cannot but regard it as unfortunate that the measure used was not the Beal model draft approved by the American Pharmaceutical Association. The latter represents the best wisdom of the hour on the subject, and is furthermore desirable for the reason that Congress and the different States ought to enact legislation as nearly uniform as possible, following one accepted standard.

The necessity for uniform State legislation has been realized in this country during the last few years, and systematic efforts have been made to bring order out of chaos with such statutes particularly as have to do with negotiable paper, divorces, and the like. In effect, the United States is one great commonwealth, and not an aggregation of independent and unrelated units; and legislation

must be uniform if it is to have the highest success. Why ignore this plain truth? Why does each State persist in traveling its own path regardless of the others?

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### THE OBSERVER'S COLUMN.

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The Observer witnessed a serio-comic drama in real life the other evening that beat anything he had ever seen on the stage—beat it because it had the reality which the stage can only imitate. The Observer was whiling away half an hour after dinner in the little office of one of his pharmacist friends, chatting with the Head Clerk, when a shabbily dressed but rather intelligent looking man came into the store. The Clerk went out at once to see what was wanted. The proprietor was still at dinner; the junior had stepped out for a few minutes; and it happened that there was no one in the store but the Head Clerk and his seedy-looking patron.

The Observer likes nothing better than to watch peculiar people under peculiar circumstances; and scenting an interesting development of some sort, he listened to hear what the man wanted. That he was an odd type of customer was seen at once.

Evidently thinking that he had struck a sympathetic soul, he began telling the Head Clerk a "hard-luck" story—told how he had lost his "job" weeks ago and hadn't been able to find a thing to do since—had walked up and down the city all day long, week in and week out, hunting for work, but only to be met with rebuffs at every turn—had finally spent the last of his money several days before and had since then been compelled humiliatingly to beg or earn an occasional meal by the hobo's practice of sawing wood or cleaning the sidewalk.

"If I don't find something to do within the next day or two I'll get rid of myself—that's what I'll do," he burst out in despair over his hard lot. "I've just about reached the limit. I'll end my troubles and have it over with." The Head Clerk began to get a little nervous, but after a minute's depressing silence, the fellow continued:

"What is this cy'nide of potash you hear so much about anyway? Is it poisonous?"

"Yes."

"How does it act?"

"Oh, pretty soon," the Head Clerk answered, not knowing exactly what to say, and wondering what this would all lead to.



"How much does it take to do the trick—would a piece as large as this be big enough?" and he indicated the size on the end of his finger.

"Probably," assented the confused and embarrassed Clerk.

"How does it act—is it quick and painless?" he queried remorselessly, apparently bent on following his purpose, whatever it was.

"Ye—s, I think—I think it probably is," and the Clerk was rapidly becoming helpless.

But the fellow was now silent. He turned about, leaned against the show-case, and looked across the store. He had apparently secured all the information he wanted. The Clerk, eagerly grasping the opportunity to make good his escape, started for the office. He had taken only a step or two, however, when something impelled him to turn about.

It was well he did so. The fellow took a small object from his pocket about the size he had indicated in talking of cyanide of potash, and quickly put it in his mouth!

The Clerk was frozen in his tracks with fright and consternation. He didn't know what to do—he couldn't do anything—he couldn't move—he couldn't think.

But nothing happened. Coolly buttoning up his ragged coat, the man walked out of the door, and down the street. He had simply taken—a chew of tobacco!

\* \* \*

Just then the Proprietor came in, and—well, if he and the Observer didn't have sport with that Head Clerk! It was funny enough now that it was all over with, but the Clerk couldn't see the joke. He was still white, and he was compelled to sit down from very weakness.

"Great Cæsar's ghost!" he declared with a sigh—"what an experience. I thought the fellow was gone for sure."

And the Observer and the Proprietor only laughed the more uproariously.

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E. A. Thomas, a clever swindler who has been working druggists throughout the central west, is now spending ninety days in jail at Grand Rapids, Mich. He had contracted to send each druggist 200 copies of leading magazines for use in securing subscriptions at special prices, and in each case he had required that \$4.88 be given him in order to "defray postage!"

## THE MONTH.

### IMPORTANT N. A. R. D. AFFAIRS.

The semiannual meeting in Chicago of the National Executive Committee made last month one of unusual importance in the N. A. R. D. world. A number of vital subjects were discussed, and plans were outlined for aggressive action in several directions. Loyalty to the direct-contract and serial-numbering plan was reaffirmed, and it was decided to urge its adoption particularly upon the manufacturers of any new proprietaries that may be placed upon the market. The work of the "Washington Promise Committee" of the proprietors was heartily commended. Satisfaction was expressed over the action of eleven proprietors in prohibiting newspapers from publishing the advertisements of cutters offering their goods at less than the schedule prices. Mail order houses were declared to be inimical to the interests of the retail drug trade, and proprietors will be urged to "sustain no business relations whatever with them." The loyalty of Hance Bros. & White to the retail drug trade was brought into question, and Secretary Wooten was directed to take "such action as he might find necessary." It was decided to attempt the plan in two States, one northern and one southern, of soliciting and collecting the national dues from headquarters by means of a follow-up system of letter writing—a method which will be universally followed if it should prove successful. The resignation was accepted of Committeeman Smither, and F. W. Meissner was chosen to fill the vacancy. It is quite likely that the 1904 meeting will be held in St. Louis, although this was not definitely decided.

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### NEW LOCAL ASSOCIATIONS.

One of the things decided upon by the Executive Committee of the N. A. R. D. was to continue the aggressive work of local organization. In this connection it is of interest to note that many new associations have been formed during recent weeks, notably in Columbia, S. C., Charleston, S. C., Newport, R. I., Franklin county, Kansas, Davis county, Ky., and Richmond and McDuffie counties in Georgia. In at least three of these localities—Columbia, S. C., Charleston, S. C., and Davis county, Ky.—full price schedules have been established. The reign of cut rates which has existed for some time in Evansville, Ind., was brought to a close last month by the successful establishment of a price schedule



representing an advance of 11 per cent, and providing for prices of 20, 40, and 75 cents. A month or two ago the association in Fall River, Mass., withdrew from membership in the N. A. R. D., but later on was received back into the fold amid general rejoicing. That the N. A. R. D. is constantly doing good work is made evident from the fact that during February thirty-three removals were made from the list of aggressive cutters, while twenty-one were made in December, and twenty-four in January. Altogether 126 cutters have joined the N. A. R. D. ranks since the Washington convention!

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#### \$5000 ADDED TO THE TREASURY.

One of the interesting features of the Chicago meeting of the N. A. R. D. Executive Committee last

month was the banquet given by Major Kramer at the Chicago Athletic Club. The Major's purpose was to turn over the \$5000 which had been realized as a result of the special

offer apropos of Cascarets made at the Washington convention last October. Perhaps thirty prominent representatives of the various branches of the drug trade were present, and the occasion was one of considerable significance. Not a little dramatic interest centered in the presentation of the check to President Pritchard, and the latter's speech of acceptance was characteristically felicitous.



MR. KRAMER.

As a mark of appreciation and distinction, Mr. Kramer had been made the first "honorary" member of the N. A. R. D. by the Executive Committee. A number of interesting speeches followed, and Secretary Wooten, in referring to the generosity which the host of the evening had always displayed toward the N. A. R. D., pointed out that his entire contributions up to date amounted to \$10,342.

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#### THE N. A. R. D.'S PATENT LAW BILL.

Considerable interest has been manifested in the patent law bill introduced into Congress at the behest of the N. A. R. D. It was drafted by Joseph W. Errant, the general attorney of the N. A. R. D., and embodies the changes which the National Association desires made in the patent and trade-mark statutes. In general the bill provides, first, that no

patent shall be granted to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States; secondly, that no patent shall be granted upon any drug, medicine or medicinal chemical, except so far as it relates to a definite process of manufacture; and thirdly, that a patent on a drug, medicine or medicinal chemical shall lapse if it is not utilized within two years. The measure was introduced by Congressman Mann of Chicago, and the Executive Committee sent him a telegram last month thanking him for his service and bespeaking his earnest and aggressive efforts. The association is determined to stand behind the bill and make every possible attempt to secure its passage.

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#### THE PURE FOOD BILL.

Since our discussion of the Congressional pure food bills last month there has been a decided change in the situation. It is impossible at this writing, indeed, to make any very definite statements concerning what is likely to take place before this number of the BULLETIN reaches its readers. Last month the representatives of the several branches of the drug trade had been promised by the Senate Committee on Manufactures that the objectionable amendment providing for the inclusion of "any substance to be used for the cure, mitigation or prevention of disease" would be eliminated from the McCumber bill. Later on, however, the committee experienced a change of front, and voted by a majority of one to retain the amendment. Drug interests have vainly sought during the last few weeks to change this vote. It looks now as if the presence of the amendment, together with one or two other objectionable features of the bill, would imperil if not actually defeat its passage in the Senate. It would not be at all surprising if no pure food bill were enacted this year—if merely another failure were added to the considerable number now on record.

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#### THE PREREQUISITE MEASURE IN NEW YORK.

Much interest has been manifested during recent weeks in the prerequisite bill before the New York legislature. As our readers know, this measure would compel every prospective pharmacist to be graduated from a reputable college of pharmacy before he could be examined by the State board. The bill represents a decided step in advance, and quite naturally has elicited wide-spread attention. As first



introduced, it made no provision for a preliminary standard of general education. The fathers of the measure declared that the intention was to leave this aspect of the question to the Board of Regents of New York State; but the pressure for a definite requirement was so great that the bill has finally been amended so as to provide for "not less than twelve counts," or "an education considered and accepted by the regents as fully equivalent thereto." It would appear from the reports that almost entire unanimity of view has been expressed at the hearings, and that the success of the measure is practically assured.

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#### TRADING-STAMP LEGISLATION.

While speaking of legislative matters it is of interest to note that trading-stamp bills have been receiving a good deal of attention from the legislatures of New York and Ohio. Several measures have been introduced into the New York legislature, indeed, but only one of them is of any importance. This was drafted and is being pushed energetically by the Merchants' Association, and has been so amended as to provide that all trading stamps must be redeemed on their presentation in actual cash value by the merchant, or in merchandise equal to the face value of the stamps, at the option of the purchaser. It is thought that this will render the trading-stamp business unprofitable, and therefore practically cause its abolition. To prohibit the use of stamps directly has been found unconstitutional in one or two States, hence the expedient grasped in the New York measure. Two hundred merchants from all over the State were present at one of the hearings, and it looks as if the bill would pass. Two measures are before the Ohio legislature which contain practically the same provisions as the New York act. More recently one has appeared in the Maryland legislature.

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#### ANTI-NARCOTIC MEASURES.

The anti-narcotic bills before the legislatures of New York and Maryland are still on the waiting list. We are very glad to see that the original Maryland bill has been withdrawn and succeeded by a measure practically identical with the Beal model law. We are of the opinion, for reasons which are stated at considerable length in an editorial this month, that the Beal law should be followed in every State where anti-narcotic legislation is desired. The New York measure has been amended two or three times to please different critics, and has apparently received considerable opposition of one kind and

another. The jobbers are against it on the ground that it would interfere with their operations. Incidentally we observe that a quite heated discussion concerning the policy of anti-narcotic legislation arose at a recent meeting of the Kings County Pharmaceutical Society. One member complained that druggists were idiots to enact legislation hampering their own freedom of action, whereupon another member (Dr. Muir) vigorously and pointedly declared that if druggists did not secure such legislation themselves, others would, and that they had better get bills which would protect their interests while achieving the necessary reform. Furthermore, druggists have a moral duty in the premises which cannot and should not be gainsaid.

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#### PRESIDENT BUTLER'S VIEW.

The incorporation of the New York College of Pharmacy with Columbia University has been discussed quite generally during the last month, and has aroused an interest which can readily be appreciated when one considers that the New York institution is the second largest pharmaceutical school in the country. President Butler of the university has expressed himself as follows concerning the amalgamation:

The incorporation of the College of Pharmacy of the city of New York in Columbia University is an important step both for the university and for the College of Pharmacy. For the university it means the inclusion of one more profession resting upon a scientific foundation within the scope of the university ideals and university influence; for the College of Pharmacy it means an intellectual association and coöperation of the greatest value, and an opportunity to elevate its standards and enrich its course of instruction under university auspices and university guidance. It is obvious that one of the first steps to be taken must be the raising, as rapidly as possible, of the requirements for admission to the College of Pharmacy, in order that no professional student of the university shall lack the solid foundation afforded by a good general education. A second step will naturally be the enrichment and development of the programme of studies in such a way as to attract to the college an increasing number of the best equipped students of pharmacy from all parts of the United States. The New York College of Pharmacy should become, in effect, so far as its relations to other schools of pharmacy are concerned, an advanced or graduate institution, to which those who hold degrees from other schools of pharmacy will gladly come in order further to prosecute their studies and to be led into the field of investigation and research. It is also certain that the College of Pharmacy will be touched by the spirit of research which prevails throughout the university, and that its faculty will more and more take on the qualities and the characteristics of an investigating, as well as a teaching, body.



**TWO MERITED PROMOTIONS.**

The appointment of E. G. Swift to the General Managership of Parke, Davis & Co. has made possible the advancement of two able men in the Canadian service of the House. W. M. Grant has been made business manager, and R. H. Revell laboratory manager, of the Canadian branch and manufacturing plant at Walkerville, over which Mr. Swift presided up to three or four months ago. Mr. Grant was formerly in charge of the Toronto office, and in his



MR. GRANT.



MR. REVELL.

new capacity will have general supervision over the entire Canadian business of the house. Mr. Revell has been superintendent of the Canadian laboratory for some years, and will now exercise complete jurisdiction over the Canadian manufacturing interests of the firm.

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**CAMPHOR SOARING UPWARDS.**

Druggists of speculative leanings have doubtless been severely condemning themselves recently because they lacked the foresight to lay in a large stock of camphor several months ago. The price of this interesting drug has soared up lately with tremendous velocity! The reason is of course plainly apparent. Practically all the world's supply of camphor comes from the Island of Formosa, and the Island of Formosa is under the Japanese flag. As soon as the war with Russia opened, the Japanese government ceased exporting the drug either because it needed the entire supply for the manufacture of war materials, or because it expected to derive a considerable revenue from the advance in price. At any rate, the camphor market has become more and more stringent, and the price more and more aristocratic. American dealers who have any considerable amount of the drug in stock are themselves doubtless holding it until they can unload at still higher prices, and the result is that not much of the stuff is to be had at the present writing. Conditions

will doubtless be worse before they are better! Down in New York State somewhere is a plant for the artificial manufacture of the drug, but we are of the opinion that it has so far not proved a startling success.

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**THE CLERKS ACTIVE.**

The drug clerks of Chicago and Detroit have been stirring up things during the last month or two with a vengeance. The Chicago association thinks that the apprentices and assistant pharmacists who are employed in the drug departments of the department stores should not be granted examinations by the State Board of Pharmacy for the reason that they have not had that character and quality of experience which the law demands and exacts. A letter requesting the board not to grant such clerks examinations has been posted as a protest in the halls of the colleges of pharmacy, and has otherwise been given publicity. In Detroit the clerks avow their determination to have that feature of the pharmacy law strictly enforced which limits the operations of unregistered men. They say that numbers of unregistered clerks are employed illegally in the Detroit stores, and they propose to have a stop put to the practice. A special lawyer has been employed, and it is reported that several cases will at once be brought to the attention of the prosecuting attorney.

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The druggists of Indianapolis and Chicago are considerably disturbed over the liquor situation. In Indianapolis an ordinance has been introduced into the City Council which would compel druggists to pay a license of \$250 a year. In Chicago an ordinance is pending which would restrict the sale of liquor to physicians' prescriptions. In both cities the druggists are "riled." Incidentally it is of interest to note that in one Boston store last month the inspector found that within a week the druggist had stocked 1200 quart bottles of whiskey, 5 barrels of the same innocent liquid, 55 gallons of brandy, and a considerable quantity of wine—all to be sold upon the special one-dollar annual license which is granted druggists on the supposition that they will sell liquor only for medicinal purposes! We very much fear that pharmacy, like all occupations, has a few black sheep, and that pretty severe regulations are sometimes necessary to keep this small minority from bringing the entire profession into disgrace. Pity 'tis 'tis true!



# PROFESSOR EHRlich's VISIT.

The visit of Prof. Paul Ehrlich to this country was one of the notable events of last month.

Ehrlich is perhaps the greatest living authority on immunity and questions relating to serum therapy generally, and as Director of the "Royal Institute for Experimental Therapy" at Frankfort he has supervised many brilliant researches which have added greatly to our knowledge of bacteriology and scientific medicine. He came to the United States to receive an honorary degree from the University of Chicago as the representative of German science selected for this conspicuous honor, and while in Chicago delivered a public address on "The Modern Theories of Toxins and Antitoxins." On the way back east the Professor was entertained at the University of Michigan in Ann Arbor and by Parke, Davis & Co. in Detroit. That he was able to pronounce the new Research Laboratory of the latter house one of the finest institutions he had even seen should be intensely gratifying to Americans in view of the comparisons sometimes made between American and German science.

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# THE COMMERCIAL SECTION.

The affairs of the Commercial Section of the American Pharmaceutical Association should be of vital

interest to all druggists who believe in practical business methods. Mr. W. L. Dewoody, of Pine Bluff, Ark., is chairman of the section this year, and he is extremely anxious to receive useful and helpful commercial suggestions from every druggist who cares to submit them, either in the form of short notes or longer and more ambitious papers. This year's meeting of the A. Ph. A. will be held in Kansas City, and will thus afford druggists an opportunity to kill two birds with one stone—attend the St. Louis Fair and the A. Ph. A. at the same time. The meeting will unquestionably be largely attended, and will be full of interest.

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# PICK YOUR MAN!

The action of the Illinois Board of Pharmacy in selecting a man who is not a pharmacist to serve

as secretary, and to receive the handsome emoluments which attach to the office, has aroused considerable criticism among the druggists of Chicago. But why do they not voice their criticism in some definite way? We suggest that they decide upon a candidate, send out voting cards, and present their case to the Board of Pharmacy in such manner that

their wishes will be readily understood. We are quite ready to believe that the board will be glad to act in conformity with the wishes of the drug trade of the city if those wishes are made clearly manifest.

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The Michigan State Board of Pharmacy has recently joined the ranks of the four or five progressive boards of the country who add practical laboratory examinations to their other tests for determining the candidate's fitness.

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Francis B. Hays has resigned the editorship of the *Southern Drug Journal* and accepted a position on the staff of the *Druggists Circular*, a paper with which he was identified for many years at an earlier period in his editorial career.

\* \* \*

The Corporation Counsel of Chicago thinks it is beyond the police power of the city to regulate the hours of work of any class of its citizens, and the shorter hours ordinance of the drug clerks has therefore been tabled.

\* \* \*

I. Pratt, the Chicago cutter, has won his injunction suit against the N. A. R. D. and the local jobbers, and is now slashing prices with a vengeance. Even Miles's Nervine is selling at 76 cents! It remains to be seen what the Miles contract will do in this emergency.

\* \* \*

A woman in New Albany, Ind., claims that a druggist, in giving her acetanilid when sodium phosphate was called for, seriously injured her health, and she wants \$15,000 damages.

\* \* \*

The Dr. Miles Medical Co. won its suit against the West Philadelphia druggist charged with the violation of the Miles contract, and was awarded \$48 and costs.

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The St. Louis druggists, on the eve of the Exposition, have decided to charge ten cents a glass for ice cream soda.

\* \* \*

L. K. Waldron, a prominent druggist in Chicago, and a well-known association worker, died last month.

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Carbolic acid will be designated as "Phenol" in the next Pharmacopœia.



## HANDLING AND DISPENSING POISONS.

**An Interesting Symposium on this Important Subject—Well Known Pharmacists Describe Their Systems of Procedure and Their Methods of Preventing Error—All Unite in Condemning the Alarm Poison Closet as an Inefficient Safeguard.**

In an editorial printed last month, *i.e.*, "What About the Poison Closet?" we expressed the opinion that a special cabinet provided with an alarm bell, although often commended to pharmacists and used by many of them, was an inefficient safeguard against dispensing errors and might indeed be even a detriment. Our view was that (1) one soon becomes habituated to the sound of a gong and thereafter ignores it, that (2) the poison closet in any event could not lessen the danger of using erroneous quantities of poisons, that (3) the bell might invite error rather than otherwise by developing a false sense of security and thus by dulling one's alertness, and that (4) the cardinal need of the dispenser is a recognition of the fact that eternal vigilance is the price, and the only accepted price, of safety. In view of the great practical importance of the subject we requested a number of prominent pharmacists, well known as skilled dispensers, to give our readers the benefit of their experience, and to describe the methods of handling poisons which they had found most successful. The responses follow, and they will be found of the utmost value and interest. The letters are printed in the strict order of their receipt, and we regret sincerely that through lack of space we are compelled to hold over until next month the last three or four communications. The significance of the discussion is dwelt upon editorially elsewhere in this issue.—THE EDITORS.

### WILLIAM C. ALPERS, Sc.D.

[Dr. Alpers has always been an ardent advocate of professional pharmacy, and now owns a store in New York, at 45 and 47 West 31st Street, which is remarkable for the strictness with which pure pharmacy is practiced. No side lines are carried in stock. Dr. Alpers is a true type of the dispensing pharmacist.]

I have read with great interest your remarks about the poison closet. I agree with you in every particular. There is only one way of preventing mistakes, and that is: perpetual vigilance and alertness in every detail of the work, the quick and correct figuring out of the dose, and careful checking. By checking I do not mean the method, so often employed, when one clerk quickly reads the prescription while the other holds the bottle in his hand. It is necessary that each container used in compounding a prescription should stand before the man who checks, and that he compare each article with the one ordered.

I have had little experience with mistakes in prescriptions, and I am happy to say that I know of no instance in my career as a pharmacist where a dangerous drug was, through error, compounded for a harmless one. Mistakes of an unimportant nature, however, have been made, and I have made them myself, *but they were always discovered by proper*

*checking.* I believe that the majority of errors are caused by the condemnatory habit of taking down only one article at a time, weighing or measuring the ordered quantity of it, and then directly putting the container back on the shelf. By this practice all possibility of ever discovering a mistake after it has been made is rendered impossible, and the reading of the prescription and label is of little use. Careful and systematic checking is the great safeguard!

### WILLIAM L. DEWOODY.

[Mr. Dewoody has always been a conspicuous member of the American Pharmaceutical Association, is this year chairman of the Commercial Section, and is the proprietor of a very prosperous retail and jobbing business in Pine Bluff, Ark.]

We do not use the poison closet, but are not disposed to say that it would not assist in safeguarding to a degree. Safety of course depends on selecting the proper container either from a closet or other location, but, without extreme care, the error may and is more likely to occur in dispensing. As you say, "Eternal vigilance is the price of safety," and no mechanical contrivance can take the place of a conscientious, clear mind intent upon accuracy. These remarks add no force to, but are in line with, your editorial.

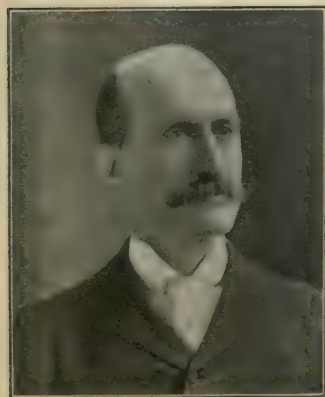


## HENRY P. HYNSON.

[Mr. Hynson is well known as a member of the firm of Hynson, Westcott & Co., of Baltimore, proprietors of one of the most interesting and professional pharmacies in the country. He has always been prominent in pharmaceutical affairs, and has held many offices of trust and importance in the Maryland Board of Pharmacy and the State and national associations.]

My experience tells me that nothing short of concentrated, conscientious thought will prevent mistakes in dispensing. The poison closet by no means holds all the dangerous substances. Fowler's solution, tincture of aconite or oxalic acid, would hardly

be placed therein; certainly not wood alcohol. But the toxicity of any drug or preparation is only relative. How and when will we draw the line? I believe it is well to keep the more active poisons together and apart from the general stock, but I think the greatest safeguards are to be found in the original and peculiar containers of each. Surely no attempt should be



MR. HYNSON.

made to stock them in uniform containers. Dispense morphine from one-eighth ounce bottles, pay the difference in cost, and you will not dispense it for quinine! For Heaven's sake, do not have them in the same size regular dispensing bottles!

While, in general, I believe there should be "a place for everything and everything in its place," I also believe it is much better to have it understood that a dispensing bottle may be found *about* a certain locality, but not always in exactly the same position. We studiously avoid having our bottles put back methodically; the result is that our dispensers must always *look* and not *feel* for what they want. This we regard as one of our greatest safeguards, because habits are so easily formed, and the habit of reaching out for an object that one expects to find in a particular place is something that will grow upon the average individual.

But, what is by far our most reliable agent, not in the prevention of error, but in its detection, is the system of checking which requires every container used in a prescription to be placed in a tray and there to rest with the finished and labeled prescrip-

tion, until each article is checked off by a second person. This is very effective, but even it will fail if alertness is wanting. Accurate labeling is most difficult to obtain. We have had so many "slips" with doctor's names that our manager, Mr. Dunning, requires the dispenser reading the label to spell out the doctor's name.

## LEWIS C. HOPP.

[It seems quite needless to say that Mr. Hopp is this year president of the American Pharmaceutical Association. In business life he is a member of the Mayell-Hopp Co., of Cleveland, Ohio, owners of one of the best and largest prescription pharmacies in the State.]

Your editorial on the "Poison Closet" is well taken. The alarm bell amounts to nothing. One's mind must be clear of every thought and be concentrated on the one item you are going after. If one expects the little jingle to break the thought in mind, he is very much mistaken. Persons depending on alarm clocks rarely hear the alarm after having it in use for a month or more. What is really needed is something to break the line of thought, and I think I have the solution of it in my store.

I had a case made more for the economizing of space than the construction of a poison closet, and for the reception of alkaloids and such chemicals as are put up in one-ounce bottles. The case contains 67 drawers. Each drawer is so spaced as to furnish about 600 places for bottles, is about two feet long, and has a number on the outside. On placing one of the bottles in a drawer, the name of the article is entered in a book alphabetically indexed with the number of the drawer opposite. No attention is given whatever to the grouping or separation of poisons from non-poisons. Example: morphine sulphate is in a drawer with bromide of rubidium, tribromphenol, rubidium iodide, sodium salicylate, sodium bisulphite, etc., etc.

The dispenser wishing to weigh out a gramme of morphine must first go to the index book and find what number of drawer the morphine is in. This



MR. HOPP.

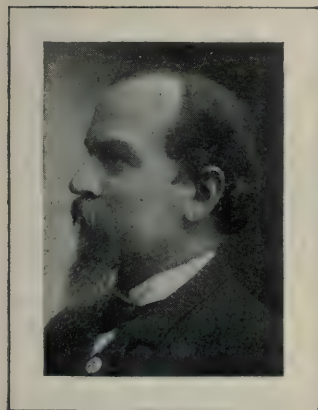


procedure at once breaks the line of thought and concentrates attention on the article one is after. It is impossible to do the act mechanically. After the dispenser has the drawer he must look over the bottles to find the one he wants. He takes the bottle to the scales (I use an analytical balance for weighing everything under 10 grains). He weighs out the amount he desires. He then calls on one of the other dispensers to verify his work, first by showing the bottle and asking what it contains, and next by examining the number of grains on the scale pan. This is especially necessary when weighing with metric weights. The rest is then done by the one called upon to do the verifying. I consider this an ideal poison closet.

#### J. O. BURGE.

[For years a prominent pharmacist in Nashville, and a member of the State Board of Pharmacy, Mr. Burge has latterly become president of the Wharton Chemical Co., manufacturers of a special brand of ink, mucilage, and a large line of proprietary remedies.]

I am very much of the opinion expressed in your editorial, that eternal vigilance is the best safeguard against error in handling poisons. I went from the farm into a drug store, and carried with me a dread of poisons from having witnessed the death of two of my father's foxhounds from strychnine when I was a mere child. For two or three years after entering the drug business I never dispensed any active



MR. BURGE.

poison, such as strychnine or arsenic, without spitting for several minutes after handling it, for fear that in wrapping it up some of it might have clung to my fingers, and I have never allowed myself to become contemptuously familiar with poisons.

I have never had a poison closet in any store in which I worked. I embarked in the business for myself after two years of apprenticeship, and have always kept my poisons in the original containers so far as possible. These I kept distributed in my prescription case, each class of salts together as far as the regularity in size of containers would admit, the alkaloids together, the coal-tar preparations together,

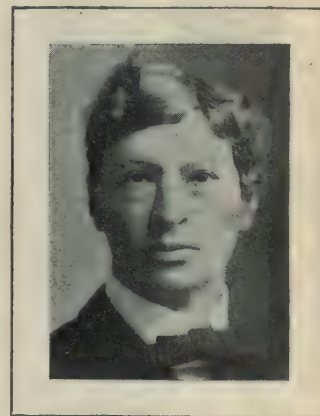
etc.; and in filling a prescription my method was to take each ingredient and place it on the right side of my scales, and as the item was weighed out the container was placed on the left, after which all were taken and replaced on the shelf, thus handling each ingredient four times.

I have read a good many articles in the drug journals advocating the poison closet, but have never considered it as of any direct benefit as an adjunct to the prescription counter.

#### LEO ELIEL.

[Mr. Eliel is a prominent member of the A. Ph. A., and has, at South Bend, Ind., a pharmacy which caters to the custom of physicians, and does a strictly legitimate business. Mr. Eliel is a graduate of the old apprenticeship school, and is a thoroughly successful dispenser.]

I fully agree with you in the position you take with reference to poison cabinets, especially concerning audible notes of warning. I use in my store a system of drawer cases for poisons. The drawers vary in size to accommodate the different sized containers, and are divided into 4 to 6 compartments for the same reason. An index book is used with them, and the first page appears as follows:



MR. ELIEL.

| Cost. | Sells for. |                        | Price to physicians. | Price in prescriptions. | No. of drawer. | Compartment. |
|-------|------------|------------------------|----------------------|-------------------------|----------------|--------------|
| ..... | .....      | Acetozone .....        | .....                | .....                   | 42             | 4            |
| ..... | .....      | Acid Agaricic.....     | .....                | .....                   | 17             | 2            |
| ..... | .....      | " Arsenous .....       | .....                | .....                   | 54             | 3            |
| ..... | .....      | " Camphoric.....       | .....                | .....                   | 51             | 2            |
| ..... | .....      | " Chromic .....        | .....                | .....                   | 10             | 4            |
| ..... | .....      | " Cinnamyllic.....     | .....                | .....                   | 60             | 3            |
| ..... | .....      | " Chrysophanic.....    | .....                | .....                   | 62             | 4            |
| ..... | .....      | " Gallic.....          | .....                | .....                   | 68             | 1            |
| ..... | .....      | " Picric C. P.....     | .....                | .....                   | 51             | 3            |
| ..... | .....      | " Pyrogallie.....      | .....                | .....                   | 59             | 2            |
| ..... | .....      | " Sulphanilic.....     | .....                | .....                   | 25             | 6            |
| ..... | .....      | " Rosolic.....         | .....                | .....                   | 25             | 4            |
| ..... | .....      | " Oxalic C. P.....     | .....                | .....                   | 56             | 1            |
| ..... | .....      | " Trichloracetic ..... | .....                | .....                   | 32             | 6            |
| ..... | .....      | Aconitine Amorphous,   | .....                | .....                   | 51             | 4            |
| ..... | .....      | Potent .....           | .....                | .....                   | .....          | .....        |
| ..... | .....      | Aconitine Amorphous,   | .....                | .....                   | 2              | 3            |
| ..... | .....      | Mild .....             | .....                | .....                   | 5              | 1            |
| ..... | .....      | Agaricin .....         | .....                | .....                   | 23             | 5            |
| ..... | .....      | Agurin.....            | .....                | .....                   | .....          | .....        |

When making a requisition for a prescription,



the index book must be referred to, each item located from it and assembled; when the prescription is completed, each item is checked back into its respective place from the index book. This is all quickly done, and with a certainty that practically eliminates all danger of error. It also does away with the question we so often hear: Who used this? Where did you put it? There are many other features in favor of this system which I cannot take up at this time.

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#### SAMUEL T. HENSEL.

[Besides having a successful pharmacy in Denver, Col., Mr. Hensel is the manufacturer of Hensel's syrup percolator, and is pharmaceutical editor of the *Spatula*.]

I heartily concur with you in doubting the efficacy of mechanical means of avoiding error. I nevertheless believe in the isolation of powerful or toxic substances, and for convenience and uniformity of appearance I consider a cabinet, with drawers of suitable size for the reception of chemicals, etc., in their *original packages or containers*, to be desirable, but recognize that it contributes substantially nothing to the security against error.



MR. HENSEL.

I am of the opinion that a level head, clear and accurate thinking, a keen sense of system and order, combined with a conscientious sense of the importance of the business of the pharmacist, constitute qualities of mind and heart which will require neither closet, cabinet, nor electric bells as a preventive. They form the surest safeguard!

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#### E. VON HERMANN.

[The "Reliance Pharmacy," located on the second floor of the "Reliance Building" at 100 State Street, Chicago, does nothing but dispense prescriptions, and gets practically all of its business from the numerous physicians who occupy offices in the building. Mr. von Hermann is proprietor of this unique pharmacy.]

I am not in favor of a poison case with bell attachments, etc. Sailors get used even to a fog horn. The best preventives against error that I have found

are good, level-headed clerks or proprietors. During my long years of experience behind the prescription case, I have come to the conclusion that after all possible precautions surrounding your prescription department have been taken, nothing will give more safety to the public than sober, well-educated, well-balanced men. If a boy or a drunkard or any irresponsible person is in charge of your prescription department, all the bells and poison cases in the universe will not prevent mistakes. It is the learning and the steady habits of the man on the steering gear who will prevent mistakes, and he doesn't need anything further than a well-arranged pharmacy with or without a poison case.

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#### W. L. CAMPBELL.

[Mr. Campbell is the manager of the Economical Pharmacy of Chicago, a store in which the services of eight prescription clerks are constantly utilized. In the nature of things, his dispensing experience has been very wide and helpful.]

Keeping poisons in a special cabinet is undesirable in my opinion. In fact, it is impracticable in this busy store, where several pharmacists attend solely to compounding prescriptions, and have no other duties to perform. It is well, however, to have poisons kept in blue bottles or other distinctive containers. Then hammer it into the head of the pharmacist that when he lifts the bottle he must *read the label*. After using the container, and before replacing it, he must again *read the label*. The two somewhat serious errors we have made in ten years were caused by the too-confident, know-it-all clerk who failed to *read the label*. It is a convenience as well as a safeguard to keep such alkaloids as strychnine, arsenic, corrosive sublimate, etc., in solutions of one grain to a drachm, or triturations in milk sugar of one grain in eight. In conclusion, prescription clerks should know their business and keep their minds on it constantly; keep their eyes open and their mouths closed; "get the habit" of *reading the label*; take no chances, but *know* what they are doing. That's all—and it's enough!

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#### EDWIN M. BORING.

[A druggist of Philadelphia, Mr. Boring, has always been prominent in the pharmaceutical affairs of his State, and particularly has he taken part in every movement undertaken by the Philadelphia College of Pharmacy. His skill as a dispensing pharmacist is well known.]

I have read your editorial, "What About the Poison Closet?" with much interest, and desire to



say that after carefully observing the various suggestions which have been published in our pharmaceutical literature during the past thirty-five years on this important subject, the editorial crystallizes my own conclusions. I have a poison closet, not, however, the small one with an alarm, which is more likely to alarm the customer than to give a clear head to the dispenser, but a capacious one in which all poisons are kept, as near as possible in their original containers, arranged in groups, according to their bases, and these *not* in regular order. The dispenser cannot get anything in this closet in a mechanical way; he will find it in the group, but must look and know what he is hunting for. There is some loss of time, but the security gained far outweighs the loss.

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#### M. I. WILBERT.

[Mr. Wilbert is pharmacist at the German Hospital, Philadelphia, and is a frequent contributor to the pharmaceutical press on subjects germane to dispensing and analytical pharmacy.]

Individual views on the efficacy of a special poison closet, to prevent serious mistakes, must be largely a

matter of personal opinion and early training. This being understood, I am quite willing to contribute my views or ideas on the subject. Personally I cannot see how a poison closet, even when provided with automatic signals and alarms, could or would, of itself, contribute materially towards the prevention of errors or mistakes. I believe it to be a wise and perfectly safe precaution to segregate the more active poisons, remembering, however, to keep preparations that are at all likely to be mistaken, one for the other, separated.

As an apprentice I was taught, and experience has led me to believe, that by far the best safeguard for the pharmacist is to become familiar with the composition, action and uses of various drugs and medicines. Having done this he will be impressed by the fact that "all medicinal substances are active agents, and differ in their activity only in degree." If this fact is duly appreciated the necessity of constant care and watchfulness, in the compounding as well as in the dispensing of medicines, will appeal to the dispenser, and he will truly appreciate that "eternal vigilance is the only reliable safeguard against serious mistakes."

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### A CLERK SCHEDULE.

A plan of Mr. Cunningham, the Detroit druggist, deserves mention—his clerk schedule. In addition to the "boy," who need not be considered in this connection, Mr. Cunningham's force consists of three persons—himself, a senior clerk, and a junior clerk. All three are on the same working basis. Each has two evenings, one afternoon, and one-half of every Sunday off during every week; and the periods are definitely arranged so that they do not clash with one another. For instance, Mr. Cunningham himself is off duty on Wednesday afternoon, Wednesday evening, Friday evening, and on either Sunday afternoon or evening. The senior clerk is off duty on Monday evening, Thursday evening, Saturday afternoon, and on either Sunday afternoon or evening; while the junior clerk is off on Tuesday evening, Thursday evening, Saturday evening, and Sunday afternoon. Thus the senior has Monday evening, the junior Tuesday evening, Mr. Cunningham Wednesday afternoon and evening, the senior Thursday evening, Mr. Cunningham Friday evening, the senior Saturday afternoon, and the junior Saturday evening.

The Sunday schedule seems at first a little confusing. The junior opens the store at 8 A.M. and stays until it is cleaned, which means between 10 and 11 A.M.; he leaves then until 7 P.M., when he returns and works until 9. The senior reports at 9 A.M., and works until 6 P.M., having, during this period, an hour and a half between 10.30 and 12 for dinner. Mr. Cunningham is on duty during this dinner hour of the senior's, and then also from 6 to 10 in the evening. It should be explained that this is the schedule for any given Sunday; Mr. Cunningham and the senior alternate with the afternoon and evening periods every other Sunday. Another feature of Mr. Cunningham's clerk schedule is this: each working day is cut down an hour for both the junior and senior clerks by reason of the fact that the former comes an hour earlier in the morning, while the latter stays an hour later in the evening. The junior opens the store at 7 o'clock in the morning and leaves at 9 in the evening; the senior arrives at 8 A.M. and closes the store at 10 P.M. Mr. Cunningham's clerk schedule is an admirable one, and capable of general adoption.



## A REMARKABLE PHARMACY.

**The Economical Drug Store of Chicago—Third Largest in the Country—The Interesting Story of its Establishment by Chas. H. McConnell—An Average Business of Over a Thousand Dollars a Day.**

By HARRY B. MASON.

The entrance of Charles H. McConnell into the retail drug business in Chicago after he had passed the meridian of life, and his remarkable success in quickly building up the third largest pharmacy in the country—a pharmacy doing an average daily business of over a thousand dollars—forms one of the most interesting chapters in the present day history of the drug trade. The story is as readable as any work of fiction could be, and has far more human interest. It is a typical story of American achievement.



CHARLES H. McCONNELL,  
President of the Economical Drug Co.

### THE GENESIS OF THE STORE.

At bottom every successful business is an Idea—an Idea born in the fancy or the experience of some original mind, and then worked out with courage and resourcefulness. We shall see how true this was of Mr. McConnell.

He had made a fortune in the show business, but had lost most of it by fire, combined with the bankruptcy of his friend "Jack" Haverly, the showman. What there was left had been sunk in Western mining ventures. Coming to Brooklyn then, he had entered the real estate business without being markedly successful in it, and had arrived at a point where something must turn up soon. The Idea must come.

One day he had a cold and walked into a Brooklyn pharmacy for a dozen two-grain quinine pills. The clerk charged him twenty cents for them. Note the price—20 cents.

A day or two later he needed some more pills, happened to be over in New York, and went into Hegeman's big store on Broadway after them. This time he got a bottle of 100 pills for 25 cents!

Here was the Idea. If Hegeman could build up the largest store in the East—or in the country for that matter—on the policy of large sales and small profits, why couldn't he, McConnell, do the same thing in a great Western city like Chicago?

### THE START.

But he had no money. He had made \$600,000 only to lose it; and a man who loses his money has not ordinarily earned the confidence of capital. He finally induced friends to subscribe stock to the enterprise, but they backed down at the last minute. Determined to push the thing through, however, McConnell got the banks interested and finally established his store on Clark street. This was in 1892. McConnell was just 50 years old.

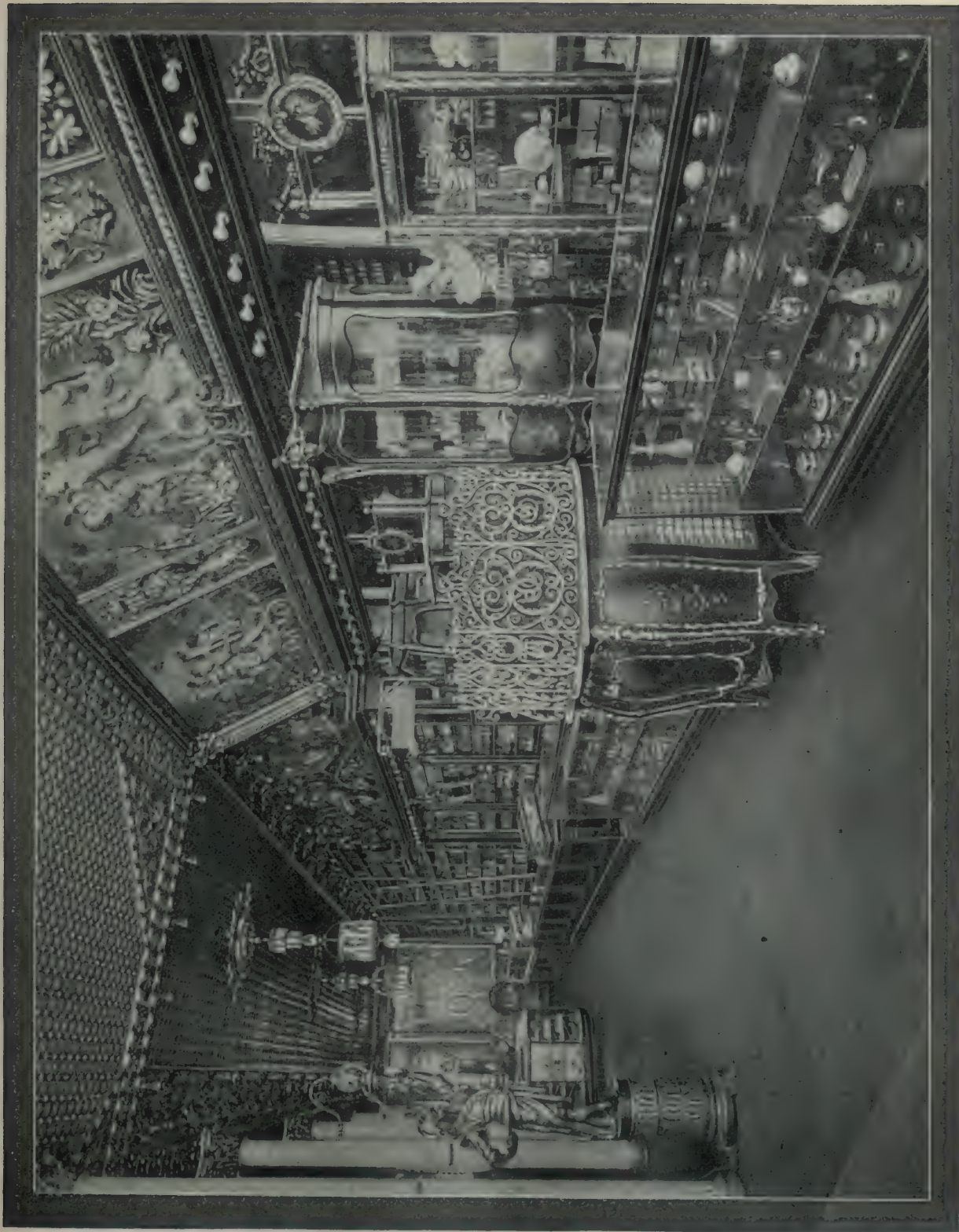
The prospective World's Fair was throwing its glamor of prosperity over Chicago with unbounded generosity, and from the start the business was a



This general view of the Economical Pharmacy entirely fails to do justice to its beauty. It may be explained that the prescription department occupies the entire left of the store, while the sales department is on the right. Eight dispensers are employed on the one side, and eight salesmen on the other.

great success. At the end of the first four months the average daily sales were \$800.00! But the panic of '93 appeared. The reaction came. Business was terribly depressed in Chicago and throughout the entire country. McConnell's receipts fell





The Economical Pharmacy is unquestionably one of the most beautiful in the country. The engraving suggests, while it does not by any means adequately represent, the artistic salon-like atmosphere of the room. The handsome stuccoes between the side fixtures and the ceiling, so unique in a pharmacy, are replicas of the famous reliefs in Baron Rothschild's ballroom in Vienna. At the left of the engraving a graceful bit of bronze statuary is seen; in the center of the picture, between the show cases, is the cashier's desk, which was picked up in France at a sale; behind it is a perfume case of similar design; and elsewhere throughout the store are beautiful articles which Mr. McConnell has secured abroad and which indicate that he is a connoisseur of art no less than a resourceful and able man of business. The engraving shows the sales side of the store only; the prescription department occupies the entire left side of the room, out of range of the camera.



off one-half—they fell off two-thirds. He had no capital; the banks began to call in their loans; and the business finally went into the hands of a receiver in 1893.

#### DARK HOURS.

During the first two years of the receiver's management the store lost \$25,000. McConnell was over \$100,000 in debt. Things were getting worse instead of better. Something must be done. He had failed in the show business; he had so far failed in the drug business; he was heavily in debt; the country was in the throes of a panic; money was hard to find. But despite these conditions, McConnell secured loans, moved the store to State Street—the Broadway of Chicago—fitted it up magnificently, and started in to redeem himself. He did it.

Before he escaped from the receiver's hands, however, he accumulated an indebtedness of \$200,000, including receiver's and lawyer's fees, losses, interest, and so on. The item of interest alone mounted up to \$40,000. All of this was paid off by 1899, four years after the change to State Street was made; and during the five years which have since elapsed Mr. McConnell has enjoyed the fruits of his victory.

The battle over with, the business established on a firm and prosperous basis, he has resigned the di-

rection of affairs largely to Manager W. L. Campbell, who joined him in 1896, and who rendered him great assistance in fighting the thing through to a successful issue. Mr. McConnell now leisurely comes down to the store at ten or eleven o'clock in the morning, looks over the reports of the day previous, dictates his correspondence, signs a few

checks, consults with Manager Campbell, and goes out to luncheon.

Perhaps he comes back in the afternoon—perhaps he doesn't. He attends the art exhibits. He goes to the theatre. Every year or two he takes a trip abroad with his family. He is "63 years young," he says, and he means now to enjoy life to the utmost. He has had storm and stress enough.

#### MR. MC CONNELL A PROMINENT GRAND ARMY MAN.

It is a source of pride to Mr. McConnell that he served with credit during the entire Civil War in the 24th Michigan Regiment. His Grand Army interests are very dear to him, and this year he enjoys the honor of being Chief of Staff to the Commander in Chief of the Grand Army, Gen. John C. Black. He is likewise president of the Veterans' Association of the "Iron Brigade"—the famous fighting



Mr. McConnell is a prominent Grand Army man, and in this illustration is seen standing beside the monument of the 24th Michigan Regiment on the Gettysburg field.

brigade of the Army of the Potomac of which the 24th Michigan Regiment formed a part. In one of the accompanying engravings he is seen standing by the monument of his regiment on the Gettysburg field. The picture was taken on the Fourth of July last year, and it is an extremely interesting fact that on this occasion Mr. McConnell met a Confederate, Colonel Lane, whom he had shot in the battle of Gettysburg forty years before!

Mr. McConnell looks the general. He is over six feet tall, has an erect carriage, and is dignified to a degree. He is almost always seen in a frock coat, and it harmonizes perfectly with his presence. Before leaving the man to discuss his pharmacy, it may be said also that he is philanthropic. As I stood



W. L. CAMPBELL,  
Manager of the Economical Pharmacy.



talking with him one morning in his little office at the rear of the store, two Sisters of Charity approached the desk and asked his support of some cause. He heard them through with marked courtesy, wrote a check, and handed it to them with the utmost consideration.

Returning now to

#### THE STORE ITSELF,

I may point out what has already been said, that its fundamental idea is quick sales and small profits. Whether or not one sympathizes with this business principle in retail pharmacy, it cannot be denied that it has been carried into execution by the "Economical Drug Store" with brilliant success. An immense trade has been built up on it. The idea was a novel one in Chicago, and the seeds had the great advantage therefore of being sown in virgin soil. Not an article in the store is sold at full price. Mr. McConnell says he doesn't see how a cutter can stultify himself by selling *anything* at the printed figures. Precedent and tradition have even been thrown to the winds in establishing prices for prescriptions. The charge is based entirely upon the cost, and it frequently happens that a pint mixture is handed over the counter for 25 cents—an act which in Mr. McConnell's opinion never fails to impress a patron favorably, and in the majority of cases to secure his permanent custom.

But it must be noted as an unusual fact of particular interest that the Economical Drug Store, while thus a consistent cut-rate establishment in every department, has a high and uncommon standard of professional dignity. The business is entirely and severely limited to drugs, sundries, and such legitimate auxiliaries as toilet articles and perfumes. You may look in vain for the customary soda fountain, or the cigar case, or the confectionery counter. The prescription department is a model of equipment and organization. The best of goods, service of the most efficient sort, scrupulous honesty and integrity—these as well as low prices are shibboleths of the Economical Pharmacy.

#### SOME INTERESTING FACTS.

This combination of qualities has resulted in the establishment of a business which Mr. McConnell claims is exceeded in size by only two stores in the country—Hegeman's Broadway pharmacy in New York, and Evans's largest store in Philadelphia. The annual receipts were over \$320,000 last year, and this means over a thousand dollars a day when one

remembers that the store is open but three hours on Sunday for dispensing prescriptions, and that, excluding holidays also, only 305 business days are therefore to be considered in the calculation. On week days the store is opened at 8 A.M. and closed at 6.15 P.M. The entire force comprises 25 persons, viz.: Mr. McConnell, president of the corporation; W. L. Campbell, vice-president and manager; F. L. Naylor, secretary and treasurer; eight prescription clerks (including the chief clerk); eight sales clerks, a cashier, two porters and three boys. The prescription department occupies the entire left side of the store as you go in, and the seven dispensers and their chief, busily engaged all day long, turn out the surprising number of 450 prescriptions daily. On the other side of the store the eight counter clerks make about 2250 sales a day—an average of nearly 300 for each man!

Here, for instance, is a table showing the business of one day last month; it will be seen that 518 prescriptions were dispensed, that 2842 sales of all kinds were made, that one clerk, despite the delays incident to the cash carrier system, had 400 sales to his credit, and that \$1506.12 was taken in:

March 5, 1904.

| No. of sales. |                    | Amounts.   |
|---------------|--------------------|------------|
| 518           | Prescriptions..... | \$ 241 10  |
| 293           | Block.....         | 166 90     |
| 230           | Bush.....          | 133 88     |
| 245           | Jackson.....       | 146 31     |
| 295           | Hedrick.....       | 150 51     |
| 305           | Campbell.....      | 169 68     |
| 353           | Hensel.....        | 171 69     |
| 203           | Bowers.....        | 120 72     |
| 400           | Treat.....         | 202 78     |
| 2842          |                    | \$ 1503 62 |
|               | Cash.....          | 1506 12    |
|               | Over.....          | \$ 2 50    |

#### FIGURES.

The prescription business represents about 20 per cent of the whole, but yields nearly 50 per cent of the profits, thus often pulling other departments out of a loss and making it possible to sell certain goods at low figures. An annual rent of nine thousand dollars is paid for the three stories—basement, sales-room, and laboratory above the store; and this is really cheap when consideration is taken of the splendid location and the amount of business done. The percentage expense of the Economical Drug Company, indeed, is less than twelve—a remarkably low figure in view of the fact that the average percentage with jobbers is eleven, while with retailers generally it is twenty-five. The total annual expense last year was \$36,500.00. Incidentally it may be



said that a stock of \$75,000 is carried, while \$32,000 is invested in fixtures.

The capital stock of the Company is \$75,000, and \$40,000 has now accumulated in surplus funds. For three years semi-annual dividends of 25 per cent have been declared. Mr. McConnell is sole owner, but he is now devising a scheme for the distribution of some of the stock among his employees, which will in effect increase their compensation—already uncommonly large—from 25 to 50 per cent annually.

#### MANAGER CAMPBELL.

No small part of the brilliant success of the Economical Pharmacy, it may be said in conclusion, is due to the energy and capacity of Manager Camp-

bell. He came to the business during its dark hours in 1896, and he proved an able lieutenant. One of his first acts was to begin calling regularly upon the prominent physicians of Chicago, and by this expedient he gave the prescription business a great impetus and laid the foundation for the respect which is accorded the pharmacy by the medical men of the city. Mr. Campbell is regularly at his post of duty, keeps his hand constantly on the pilot wheel, and steers the craft with skill and safety. His address is pleasant; he is sincere and honest; he is courteous to patrons and just to employees; and the reward of these qualities has come to him in good measure. It is not without significance that Mr. Campbell is part or entire owner of two pharmacies in the residence districts of Chicago.

## A DESIGN FOR A SHALLOW WINDOW.

The display shown in the accompanying engraving is contributed by Charles W. Moody, of Red Lion, Pa. There is nothing strikingly original about it, but it is helpful as showing what may be done in a small and shallow window—a type of window which often baffles the efforts of window dressers. The background was of cheese-cloth stretched on a frame to fit the frame of the window; and to this tooth-brushes and empty cartons of bronchial lozenges were fastened by means of thread. A square frame with an arch at the top was made of wood and covered with white cloth. This was then placed against the glass, and was of such size that it permitted boxes of worm lozenges to be inserted between it and the window-frame proper on either side, while in the arch at the top a row of soothing syrup was put. Over the latter was another arched board, and on top of this was a row of the worm lozenges. Boxes and bottles of worm syrup and the bronchial lozenges were then piled up on the window floor.

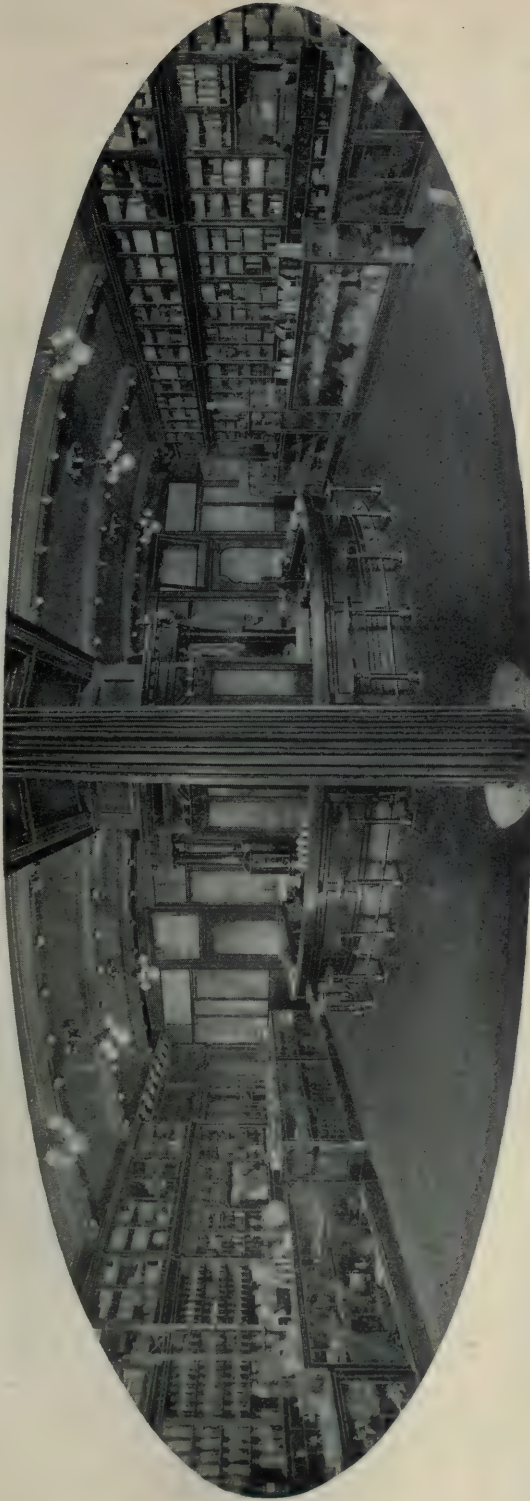
It would seem as if Mr. Moody's window were not more than a foot and a half wide, and under these conditions it is very difficult to make a satisfactory display. He has done well under the circumstances. By making a false back to his window, and by means of the inside frame, he has been enabled to increase the display area very considerably. It will be seen, finally, that Mr. Moody's purpose in this particular display was to exploit his own prod-

ucts—worm lozenges, worm syrup, soothing syrup, and bronchial lozenges. Just why the tooth-brushes



were included is not clear. The display was completed by the price cards seen in the illustration.





#### A BEAUTIFUL AND COMMODIOUS PHARMACY.

One seldom sees a better arranged or more handsome pharmacy than that shown in the engraving. It is one of the two "West's Drug Stores" in Grand Rapids, Mich. As will readily be seen from the picture, the store has a double entrance on the street, while there are two soda fountains placed back to back, with a counter running practically from door to door and representing the letter "U" in shape. Seats for sixty persons are provided at this counter, and the fountain is so situated and arranged that there is plenty of room for additional waiting customers, and no possibility of interference with the regular business of the store. In many pharmacies the crowd of surging and waiting soda patrons simply fills the room up and seriously impedes business in other departments. ¶The management of the "West's Drug Stores" in Grand Rapids recently underwent a partial change. Mr. W. D. Church, formerly part owner of one of the two stores, sold out his interest, and a new stock company was organized with an authorized capital of \$100,000. Mr. J. C. West is president, Mrs. J. C. West vice-president, and Mr. B. E. West secretary-treasurer and general manager. A large stock is carried in the store shown on this page, and everything used in the treatment of disease, and in the performance of surgical operations, is at the disposal of the physicians and the public of Grand Rapids.



## SHOW CARDS.

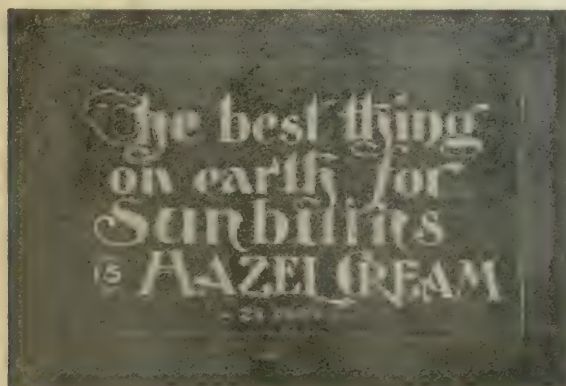
Some Specimens from a Kansas Clerk Who Has Used His Spare Time to Good Advantage—Practical Hints Concerning Their Construction—The Materials Employed.

By HARRY M. CURRY.\*

There is perhaps no one part of the pharmacist's advertising scheme so much neglected as the show card. It is true that we are deluged with advertising novelties furnished by manufacturers, some of which are excellent, but most of which are commonplace. We derive some good through them, but it is to the home-made article that we must look for the benefit that does us individually any marked service.

### SOME SENSIBLE IDEAS.

Your customers may admire the artistic excellence of a Peruna ad., or the elaborate calendar and banner of "The Goodest Tonic," but these render your particular business no special service. Your compet-



In this case a two-inch mat was employed, red in color. The show card proper was brown; the letters were printed in white; and the shading used on the words "Hazel Cream" was orange. Orange was also used for the body of the "T" which begins the sentence. The size of the card was 13½ by 20 inches. The lower case letters on the first and second lines were an inch high—that is, letters like "o," "n," "e," and "a."

itor probably has the same display—and perhaps indeed a better one!

We should make our own signs, advertising our own goods. If our first efforts are not always satisfactory, we should not be kept from trying again. I am confident that with a little practice and perseverance, any druggist or drug clerk can learn to make very creditable show cards.

\*Mention may properly be made here of the fact that some catchy legends for show cards were contained in an article by Ralph B. Gable on page 373 of the BULLETIN for September, 1903, while in March, 1902, Mr. Cooban showed some very fine specimens of finished cards.—THE EDITORS.

The first strong point of one's own show cards is their individuality. They speak of *you* and *your* store. You can make them silent salesmen that work for you while you are busy at something else.



Here is a specimen of very neat lettering. The color values are unfortunately not well shown in the engraving. The first four words were printed in white, with yellow and red shading. The word "Quickly," with the exception of the first letter, was printed in the same colors, while the "Q" was printed in orange and shaded with red. The scroll woven among the first three words was white with delicate touches of blue. The card was black, and was 12½ by 15½ inches in size.



This card is given increased attractiveness by the very clever use of the colored print pasted on the back and made to show through an oval opening. Neither the colors of the print nor those of the letters of course show in the engraving. This is unfortunately a fault of all the engravings exhibited in connection with this article. The card used in this case was a rough cream; the letters were all in black, shaded with red and drab; while the marginal border was orange with a narrow strip of deep red inside it. The size of the card was 12 by 24 inches.

A good show card that tells something true and pointed about *your* goods does *you* good. A simple statement of quality, special use, or excellence, with an attractive price, often sells the article.



I have known of more than one instance where a very profitable trade has been started on one's own preparations through the judicious display of neat cards; and in conjunction with window displays, they certainly yield excellent results.



All the letters shown in this card were printed in black; those on the second line were shaded delicately with drab, and those on the last line with bright red. Red was also used on the margin of the card. The card was a rough cream, and was 12 by 24 inches in size.

#### THE NECESSARY MATERIALS.

These ideas are addressed to clerks for the most part, since it is from my own experience as a clerk that I speak; and perhaps a few words of advice regarding brushes, materials, and methods of work may not be amiss. First of all you need good brushes. No one can make a neat letter with a mop. I would recommend a No. 2, a No. 4, and a No. 6



This card strikes the editors as being one of the neatest of the lot. The lettering is certainly excellent. The card was a rough white, but the portion within the scroll was delicately tinted. The letters and the scroll were printed in black, the word "Perfume" being shaded with an attenuated black. A white line was drawn under the first three words. The size of the card was 12 by 16 inches.

red sable "rigger," and one or two good sable lettering brushes in quills—say Nos. 3 and 5. Then a T square, a pair of dividers, and a rule will put you in good shape for work.



Black and white is the color scheme of this card, set against a heavy cream background. The letters above and below the circle were printed in black and delicately shaded. The circle was black, and the words within it white. The scrolls above and below the words within the circle were drawn in drab, and drab was used half-way around the margin of the circle on the left-hand side as a border embellishment. The size of the card was 13 by 16 inches.

As to colors, I find that the most economical and satisfactory ones are made by using dry colors and gum arabic water. For white, use good zinc oxide; for black, I find bone-black the best. These, together with some vermilion, cerulean blue or ultra-



This little card was evidently used in a counter or window display of an "after-shave." It was 5½ by 16 inches in size. The card was a dark gray, and the letters were printed in white. The letters in the word "Excellent" were shaded with black.

marine, a little chrome green, and chrome yellow, will fix you up satisfactorily.

As to cards, white bristol is good, but I prefer what is known as picture mat board, which can be bought in white, cream, and colors at a very reasonable figure of any good paper house or picture frame dealer.



## IDEAS FOR DESIGNS.

Regarding ideas for styles of letters, one of the most useful sources is to be found in the current lithographs; and many a good poster have I sneaked out of the window after it had been carefully placed there by the advance courier of some theatrical company! Then, again, the magazines and the drug journals are full of advertisements containing specimens of beautiful lettering, and embodying splendid ideas of arrangement and display.

Such letters can be copied; and I am sure that any clerk who will spend a part of his spare time evenings in practicing the work can, in the course of a few months, add from five to ten dollars to his salary from the very fact that most employers appreciate the good done through nicely executed show cards.

During the last holiday season we made a lot of dainty price cards, suggestive of the Christmas period, and placed one on each article we had in the show cases. The experiment was a success. Many purchasers were influenced by such neat and attractive price cards.

## A WORD TO THE WISE.

The cards which accompany this article are some I made recently to show what may be accomplished with practice. As you know, a clerk who hustles doesn't have much time to spare, and yet I have managed to do fairly well. I have sent only cards enough to illustrate the point, and I hope they may benefit and encourage my fellow pill rollers.

## THE PRESIDENT OF THE N. A. R. D.

**Mr. B. E. Pritchard—His Personal Characteristics—His Business Career—Pictures of His Pharmacy—Work Done for the Local and National Organizations.**

If we mistake not, Mr. Pritchard first became known in the N. A. R. D. world here at the Detroit convention in 1900. On that occasion he extended the greetings of the Western Pennsylvania association in the customary manner at the opening session, and his remarks were so humorous, so felicitous, so entirely happy that he "brought down the house." The talk didn't quite do for him what the "crown of thorns" speech did for Bryan at Chicago in '96, but it



MR. PRITCHARD.

introduced him favorably to the N. A. R. D. constituency.

It is only the sequel of the story that since then he has risen step by step in the official life of the national organization until he reached the presidential chair last October at the Washington convention. Meanwhile, too, Mr. Pritchard has earned a reputation as the resourceful and diplomatic secretary of the Western Pennsylvania Retail Druggists' Association—probably the best managed and most

successful local member of the national body. In this capacity Mr. Pritchard founded and has continued to edit the *Western Pennsylvania Retail Druggist*. This 4-page sheet is the organ of the association and is the most spicy and readable of



Exterior view of Mr. Pritchard's store, located on the corner of Sinclair and Jenny Lind streets.

the several papers now published by local organizations.

"Spicy" we say—and spicy is just the word. Mr. Pritchard is nothing if not satirical, pungent, pointed, humorous. He dearly loves a scrap—a



journalistic scrap—and the editors of the BULLETIN have had one or two gentle tilts with him. Early in life we believe Mr. Pritchard had some newspaper experience, and it was thus that he learned the Gentle Art of Rapping. That he will take occasion in the very next number of the "W. P. R. D." (the name of the sheet is too long to spell out) to tell us, without using a certain word of three letters, that we are in error, is a certainty, but we have the floor now and mean to have our say.

A few words may be said regarding Mr. Pritchard's life history. Born way back in '48 at Pittsburgh, Pa., he was compelled by stress of circumstances to leave school at the early age of 13—a

fine figure (paying \$699.00 for the whole outfit!), and kept it fourteen years. In 1894 he moved to his present location—a prominent corner in a semi-residence district. McKeesport is a sort of annex to Pittsburgh, we believe, and when Mr. Pritchard began business in 1880 the town numbered 8000 inhabitants. The present population is 40,000. His was the fourth store then; now it is one of seventeen.

Mr. Pritchard deserves credit for many things, and not the least for his practice of selling no liquors, no "female pills," no rubber goods of a certain sort, no questionable preparations of any kind. He once remarked that while this policy



Interior view of Mr. Pritchard's store, McKeesport, Pa.

condition which has never ceased to be a source of regret, but which has been largely atoned for by energy, ambition, and recourse to such expedients as membership in debating societies and the like. From 1856 to 1863 the youth sold newspapers on the street, and then secured a position in a drug store as errand boy, thus placing his foot upon the first round of the pharmaceutical ladder.

In 1867 Pritchard was clerk in a drug store in McKeesport. Five years later he became manager of the drug department in a store conducted by a coal company in a small town out in the State. In 1880 he purchased a store in McKeesport at a sacri-

"shortens your sales it lengthens your sleep." On Sunday the soda, cigar, confectionery, perfume, toilet, and stationery departments are closed, and business is confined as closely as possible to prescriptions and articles of necessity generally.

In the interior view of his store shown in one of the engravings, Mr. Pritchard is seen standing outside the counter. The man behind the counter on the opposite side is his head clerk, Geo. V. West, who came with him twelve years ago, and who has been of valuable assistance during recent years when so much of Mr. Pritchard's time has been taken up with association work.



## AROUND THE CAMP-FIRE.

**Bulletin Readers Regale One Another with Personal Experiences—A Father's Harrowing Tale—The Memories Recalled by a Sad Poisoning Accident—The Laughable Plight of a Missouri Lawyer—Another Lawyer Story.**

By MEMBERS OF "THE BULLETIN FAMILY."

### A TRYING EXPERIENCE.

J. O. Burge, the well-known pharmacist of Nashville, an ex-member of the Board of Pharmacy, and now president of the Wharton Chemical Company, contributes the following tragedy from his own experience—a tragedy which fortunately ended happily, but which threatened for many trying hours to result very differently:

I have been reading with much interest your "Camp-fire" yarns. They are good reading from several points of view. They give the experience of a goodly number of persons, connected directly with the profession of pharmacy, and in a great variety of ways. Some of them, properly applied, teach good lessons also.

I had an experience some years since which may interest readers of the BULLETIN. It relates to an overdose of morphine, given by mistake, and as I shall give the treatment which followed, it may perhaps lead to the saving of another life, and if such shall be the case, I will feel repaid a thousand times for recounting the circumstances. This case occurred in my own family, and with my youngest boy, who is now 21 years old, but was at that time only seven. He had been to the country with his mother and brother and had spent a good part of the summer, and upon returning home the children showed some symptoms of malaria. I began giving them 2-grain capsules of quinine sulphate, but the youngest boy apparently did not stand this salt of quinine very well, and I decided I would change it and give both of them the muriate.

So when breakfast was over one morning I started for the store, telling my wife I would prepare the medicine and she could send for it. On reaching the store I found it necessary to go to the city, so I started off at once, forgetting to prepare the medicine. Thinking of it as I went along, however, I telephoned my clerk to put up 8 capsules containing each two grains of quinine muriate and give them to the nurse when she came. He dispensed the capsules, put the bottle away, and when he came to label the package, went and got the bottle out

again to see how to spell the word "Muriate." He wrote "muriate of quinine" on the box and sent it to my wife, who called both the boys up, intending to give each of them two of the capsules. The older child, seeming much better, she let go, and gave the younger one two of the capsules. He played around the room for a while, and then beginning to feel a little drowsy, lay down on the couch. The older child, still playing around, chanced to jump on the couch beside him, when he got up in a rage, exclaiming, "Brother woke me up," and began complaining that his face and ears "itched" dreadfully, and that "he could not see good."

My wife became alarmed, and knowing these to be some of the symptoms of a large dose of morphine, she sent the servant at once to the store to see if a mistake had not been made. As soon as she asked the clerk about the medicine, it flashed through his mind that he had put up muriate of morphine instead of quinine. He telephoned at once for one of the best physicians in the city, and called me up at a book store where I had told him I was going before my return. He chanced to catch me there and told me what had happened. I started immediately for home, going by the store, where the doctor overtook me. I asked him what he wanted to use as an antidote. He told me to get 20 grains of zinc sulphate, and a solution of atropine sulphate,  $\frac{1}{4}$  grain to 20 minims. I put  $\frac{1}{2}$  grain in a half-ounce vial and filled it with water, got the 20 grains of zinc sulphate, and at the same time put  $\frac{1}{2}$  grain of strychnine sulphate in another half-ounce vial and filled it with water also.

I then got into the carriage with the doctor, and we drove at once to the house, where we found my wife working with the child, having given him coffee and kept him stirring all the time. The first thing the doctor did was to give him half the zinc dissolved in water, and then 20 minims of the atropine solution hypodermically. The first dose of zinc not producing the desired effect in about ten minutes, the remainder was given. This still did not produce vomiting, although the little fellow tried to assist it by running a feather down his



throat. I then asked the doctor if he had ever used strychnine as an antidote. He said he never had, but had seen it recommended. I told him I had brought some with me, and asked his advice about using it. He replied that he would use it if I said so. I handed him the solution I had made, and he gave the child 25 minims of it hypodermically. It was not long before we could notice the effects of it in the twitching of the muscles of the eyelids and the lips.

Then an electric battery was suggested, and I procured one in the neighborhood, but it had first to be cleaned and new fluid put into it. When finally ready to start, it was a welcome sound to me when the current was turned on and the buzzing began. The electrodes were wetted and applied to the little fellow's sides and under his arms, and the effects could at once be seen by the moving of the arms and muscles. We also kept his feet in hot water most of the time after he got down. The water was of such a temperature that they could not be left in it for any length of time for fear of blistering. In fact, one foot was right sharply blistered between the toes, by being left a little too long in the water towards the last.

*We worked with him continually for sixteen*

*hours before he showed any symptoms of returning consciousness!* I asked the doctor when he came out the last time, as he was leaving about 8 P.M., if he thought there was any chance for him, and he remarked: "You could not expect him to recover. He has enough morphine in him to kill you and your wife and me and my wife." But I went back and began work again, keeping up the electricity and the hot water, and it was about one o'clock that night before the boy showed any signs of recovery. We occasionally pressed on his chest to force the foul air from his lungs. The first signs of recovery were occasional gasps for breath; and these we thought betokened the approach of death! But as they became more frequent we felt encouraged, and began to entertain hopes for the little fellow's recovery. We began rolling him in blankets to warm him up and to start the blood circulating, and not long afterwards he recognized me. The boy was saved!

I have thus given the whole treatment in this case, thinking perhaps, since it was successful, it might be the means of saving some one else's loved one from death under similar circumstances. Only those who have gone through with such an ordeal can realize what it means!

#### AN AMUSING INCIDENT.

This comes from W. W. Kerr, of Fullerton, California, who was for many years a Missouri pharmacist and at one time a member of the Board of Pharmacy in that State:

A good many years ago, perhaps twenty-five, an elderly gentleman who passed in that "wooden" country as a lawyer, came into my drug store to consult for some ailment a physician who made his headquarters there. The doctor was somewhat given to the use of technical language in professional conversation and in writing directions on his prescriptions, and after examining the "lawyer" gave him a prescription calling for calomel, leptandrin, and podophyllin. I do not remember the amounts of the several ingredients except that there was to be one grain of the last named, and the mixture was to be made into six pills. The directions were: "Three to-night, and three on the alternate night." I filled the prescription, and although it was my usual custom, when writing directions on a label, to translate the doctor's technicalities into plainer English for the benefit of his less learned patients, I departed from the rule in this case, as the



Known, Admitted, and Approved.

CRUSTY OLD GENT: "How do you know that indigestion-cure is a good thing?"

ABSENT-MINDED APPRENTICE: "I heard the 'guvner' say he made two-and-threepence on every half-crown bottle."

—From the *Chemist and Druggist* of London.



patient was a lawyer, and put them on the box just as they had been written.

A few days afterwards the legal light came into the store again, looking very much as though he had had a tussle with a threshing machine, and in a voice that sounded as if his vocal organs had suffered along with the rest of him in the contest, inquired:

"What is this stuff you call 'fillin,' anyway?" meaning, I suppose, podophyllin.

"Why, what's the matter?" said I.

"I took them pills accordin' to directions, and they liked to kill me."

"What were the directions?" I asked.

"Why, to 'take three pills to-night and three on the alternate night,' so I took three when I went to bed, and in the after part of the night I took the other three."

Their activity and his wrecked condition were explained!

OF COURSE HE COULD SPELL.

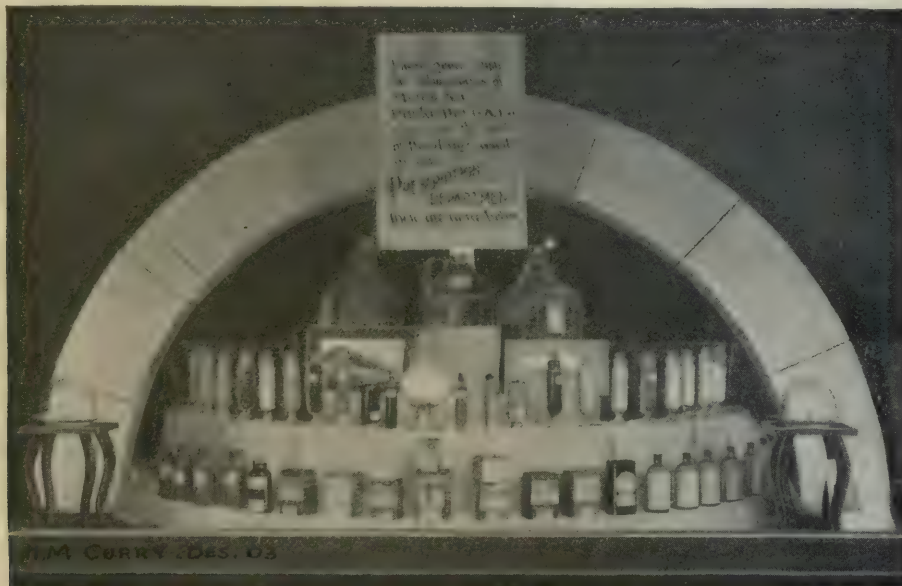
Mr. Kerr is likewise responsible for this one:

Speaking of lawyers reminds me. There was one who sometimes loafed round our place who was a very illiterate fellow. He had "just growed up" into a so-called limb of the law. He couldn't write so that any one, himself included, could read it, nor spell three consecutive words correctly. One day a brother attorney was twitting him on his spelling. "Bill," he declared, "why in the world don't you learn to spell better? A man who makes the pretensions you do, surely ought to spell a word right once in a while!" "Oh!" replied Bill; "it is carelessness. I *can* spell as well as anybody, but I have so much writing to do, and am always in such a hurry, that I am just as apt to spell door, d-o-o-r, as any other way."

## A DISPLAY OF CHEMICALS AND PHARMACEUTICALS.

The neat and tasteful window design shown in the accompanying illustration was made by H. M. Curry in the window of W. E. Sherriff, the well-known pharmacist of Ellsworth, Kansas, and a mem-

ber of the State Board of Pharmacy. That Mr. Curry is an ingenious and resourceful clerk will be seen even more clearly upon reference to the article on "Show Cards" contributed by him elsewhere in the present issue of the BULLETIN.



ber of the State Board of Pharmacy. That Mr. Curry is an ingenious and resourceful clerk will be seen even more clearly upon reference to the article on "Show Cards" contributed by him elsewhere in the present issue of the BULLETIN.

The object of the display was to show a fine line

was looking at. The arch was 5 feet high and measured 10 feet at the base. It was made of heavy packing paper, tacked to a frame of wood strips, and painted white with alabastine, being finely lined off to represent masonry. The card fastened at the apex of the arch was made by Mr. Curry himself;



white mat board, 20 by 30 inches in size, was used, and the letters were so large that the sign could be read almost across the street. The legend was: *"These Goods, From the Laboratories of Merck & Co. and Parke, Davis & Co., Represent the Quality of the Drugs used in our Prescription Department. There are None Better."*

The two main shelves were half circles of wood, set up on cigar boxes, while the high shelf in the back was a large packing box, all of which was covered over with white crêpe paper. Under the small bell jars placed on the standards beside each base

of the arch were, respectively, one ounce of morphine and one ounce of quinine—of course plainly labeled. The jug and the two large demijohns seen on the topmost shelf in the rear contained elixir of lactated pepsin; elixir of pepsin, bismuth and iron; and hematic hypophosphites. There were also three large demijohns on each side of the window which do not show in the picture.

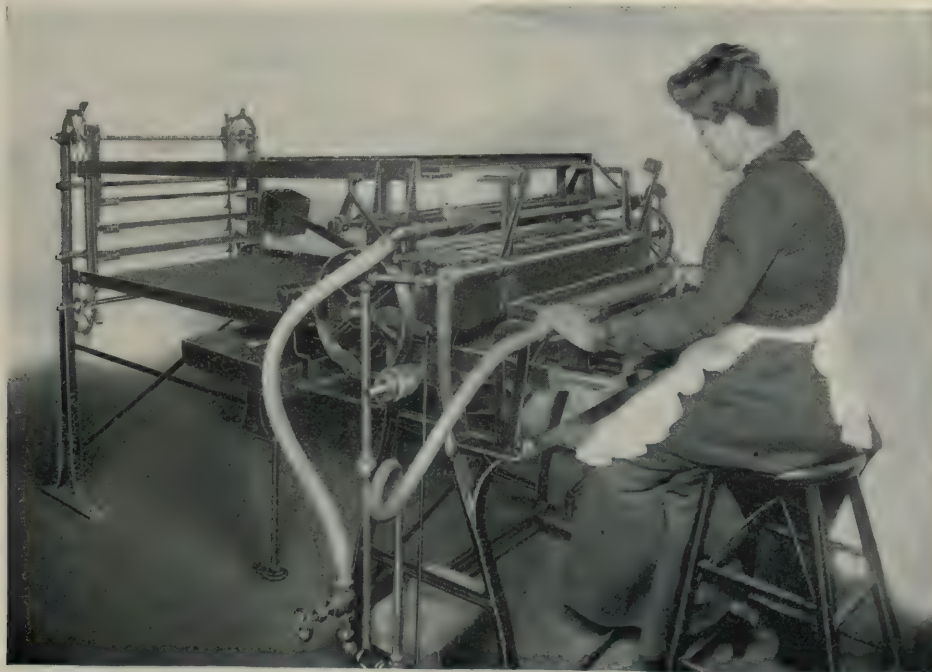
The display was supplemented with special notices and advertisements in the newspapers, and we have Mr. Curry's word for it that the week's campaign "did lots of good."

## HOW PILLS ARE COATED.

By CUVIER R. MARSHALL, A.M., M.D.

Coating pills by hand is a process entirely too slow for these days of strenuous endeavor. In the large manufacturing establishments machinery for working the mass and cutting the pills has been improved to such a degree that it is now possible to make first-class pills in exceedingly large quantities,

dipped into the gelatin bath. In the good old days of song and story the pills were impaled upon rows of pins secured to a wooden holder, and thus their coating became a simple matter. Unfortunately, however, the withdrawal of the pin left a small hole in the investment of each pill, which was unsightly and



and without difficulty. This has made necessary the development of an improved method for the coating of pills with gelatin; and the subject of the illustration on this page is a modern gelatin-coating machine that has a capacity of 200,000 pills daily.

The feature of the machine is the ingenious device for suspending the pills while they are being

otherwise objectionable. In the case of this machine the operator quickly spreads the pills over a hollow metal bar, to one end of which is attached a flexible tube about an inch in diameter. The tube is in communication with a pump which exhausts the air from the bar. Upon the upper surface of the bar are several rows of small openings through which the air



enters. As the pills are spread over the upper surface of the bar one pill is caught at each opening, where it is held in close contact with the bar by "suction," or, more properly speaking, by atmospheric pressure. The superfluous pills are returned to a receptacle, the bar with the tube attached is then *automatically* inverted and carefully lowered to the surface of the gelatin bath, and the pills are "dipped" until rather more than half of each has been immersed in the solution.

The bar is then returned to its original position, so that the surface upon which the pills rest is now uppermost. The air tube is now detached by the operator, and, by the action of a hand-operated lever, the bar is pushed forward upon the upper portion of the frame of the machine beside its fellows. The operations of inverting the bar, dipping the pills, and returning the bar to its place, are performed automatically by a special mechanism which is set in motion by a lever controlled by the operator's

foot. As each new bar is pushed into position it crowds forward those before it. By means of a simple device the bar farthest from the operator is received upon a conveyer and carried down to the lower frame of the machine, along which it is returned to the operator. Having completed the journey from one end of the machine to the other and back again, the bars are taken up, one by one, and the pills, now dried sufficiently, are "reversed" upon another bar. The dipping operation is then repeated, as half of each pill has as yet remained uncoated, and the bar starts upon a second "round trip," during which sufficient time elapses for the entire coating to become thoroughly dry.

The result of this process is an even, thin coating, which is very soluble in the digestive fluids, but is entirely free from perforations or other defects. The machine is one employed in the laboratories of Parke, Davis & Co., and was invented and made in the mechanical department of the house.

## A COUPLE OF SKETCHES.

By WILBUR L. SCOVILLE.

"The boy" had recently been advanced to the position of "head clerk," and though the store was small, boasting of but two clerks, the responsibilities of the position rested firmly upon him. He still felt the novelty of the position, and was anxious that everything should be beyond criticism. The possibility and dread of a mistake was ever before

But the circumstances were vague, and he managed to keep a little courage, and queried, "What did you ask for?"

"I asked for linseed ile, and ye gev me swate ile instead, and I gev a dose av ut t' me darter fer a physic and ut made her bad sick. If she dies I'll have ye arristed and ye'll swing fer ut!"

The clerk had enough sense left to discern a trace of the comic in the tragedy, and to proffer a few feeble assurances that the mistake was not his, and that the "darter" would probably recover. But the shock to his anxious mind was enough to make him feel uncomfortable, until he fully realized that the farmer had simply doctored his "darter" as he did his cow. The tragedy was all a farce—except to the unfortunate girl.

\* \* \*

The "Head Clerk" in a certain drug store in the Nutmeg State was a type of the graduate apprentice that is now rapidly disappearing. He had learned all he knew about pharmacy within the four walls of a store, and had been "taught" by a proprietor whose only text-book was a U. S. Dispensatory several editions back. No other book was needed, and none kept in that store. He had "learned his trade;" his customers believed in him, and what more did he need? Henceforth his main duty lay in keeping on



[Drawn by W. A. Humphries.]

"Phat was that ye gev me yisterday? Ye made a mistake, ye did, and ye'll suffer fer ut!"

him. Consequently, when, one morning, an Irish farmer strode vehemently into the store, with fire in his eye, and bellowed: "Phat was that ye gev me yisterday? Ye made a mistake, ye did, and ye'll suffer fer ut!" there was consternation in the clerk's mind.



good terms with the young lady telegraph operator next door, and in giving "the boy" opportunities to learn by waiting on the trade.

A doctor lived over the store. He was a social fellow, with a waggish tendency, and he cared too much for his gun and rod and their allurements to be overburdened with patients. Naturally he spent some time, between calls, in the store, where he was a welcome and able entertainer. He would occasionally, though not often, forget his patients in the excitement of a new fish story.

All, including "the boy," were good friends.

One pleasant day the Doctor strode briskly into the store, pulled his prescription-pad from his pocket, and using the cigar-case for a writing-table, indited the following prescription:

R Magdaleonis Tabaci Puri,

Ligni Phosphori Comp., aa No. j.

Inflammatu lignum et misce quaque secundum artem.

Signa: Capiat quantum volueris.

"Frank!" he called to the Head Clerk, "I will come back after this prescription in about fifteen minutes. Please have it ready for me."

There were no customers in the store at the time, so his request appeared reasonable. Frank sauntered to the case, picked up the prescription, and glanced at it carelessly. The Doctor was an excellent writer and never troubled us with hieroglyphics or ambiguous abbreviations in his prescriptions.

Every letter was invariably as plain as print, so no puzzles were ever expected from him. But this time the Head Clerk was evidently puzzled. He scrutinized the prescription hastily, then assumed a wise expression and made casual remarks until the doctor, who lingered suspiciously, left the store.

Then there was a rush for the faithful old dispensatory that had worn itself ragged in solving all problems. The index was searched assiduously for "Magdaleonis Tabaci Puri," but it did not appear. "Tabaci" looked like tobacco, but what in thunder was "magdaleonis?" Likewise what was "Ligni Phosphori Comp.?" We had compound phosphorus pills, but this was not "pil;" it was "ligni," and "ligni" was not in the omniscient dispensatory.

Evidently the Doctor was up to some trick, and "the boy" was invited to assist in solving the riddle. But he was no wiser, and the fifteen minutes passed by with no solution appearing. It was humiliating, but for once we were over our heads.

The Doctor reappeared in due time and called "Got that ready?" The Head Clerk walked forward to meet him, and leaning over the cigar-case, prescription in hand, said slowly, "Doctor, we haven't that." The Doctor chuckled and quietly said, "Well, give me a cigar and a match, and I'll 'inflammatu the lignum' and 'misce' them myself. One on you, Frank!"—and we were the wiser and the poorer.



A MICHIGAN GROUP.—This "snapshot" was taken during a boat-ride given at the last meeting of the American Pharmaceutical Association, held on Mackinac Island, and represents the Michigan delegation in attendance at the convention. Taking first the front row, and reading from the left, the persons are Joseph Helfman, J. W. T. Knox, Mrs. Willard Olinger, Mr. and Mrs. W. A. Hall, and local secretary F. W. R. Perry, all of Detroit. The row in the rear comprises Frank G. Ryan, Dr. A. B. Lyons, and W. H. Burke, of Detroit; Philip Kephart, of Berrien Springs; Mr. Willard Olinger, of Detroit; Prof. J. O. Schlotterbeck, of Ann Arbor; and Harry B. Mason, of Detroit.



## THE TRAVELER.

### A SMALL STORE WITH A BIG TRADE.

One of the most interesting and at the same time one of the most successful stores in Chicago is that of Buck & Rayner. This is situated on what is said to be the best corner in the city—at the juncture of State and Madison Streets. It is estimated that 1000 persons pass hourly by this corner on State Street,



and 800 on Madison Street! The store is ridiculously small, and yet does a perfectly surprising business. It can scarcely be more than twenty or perhaps twenty-five feet square, and yet it pays a monthly rental of one thousand dollars, and takes in five or six hundred dollars a day! As you enter you find a small space in the center of the store not capable of accommodating more than seven or eight people in comfort at a time, but there is always a constant stream coming in at the Madison Street entrance and going out at the State Street door, or vice versa. Five or six clerks manage adroitly to squeeze by one another behind the counters, and the cash register keeps up a continuous clangor all day long like the strenuous gong of the motorman.

A small telephone booth in the Buck & Rayner store is located between the two doors; in front of it is a round heater surmounted by the customary marble slab; and to get by this and into the booth requires about such an anatomical structure as the present writer happens to possess. As I went in the store for the first time I was much amused to see a rather stout dame of comfortable years attempting the feat. She got wedged in so tightly that I feared she would find it impossible either to back up or go

ahead, but perseverance finally won the day, and I was much relieved to see the door of the booth close behind her. I did not stay to see what her experience was on the way out. I had a pleasant talk on another occasion with the leading owner of the store, Mr. Trienans, and he told me that the present structure was soon to be torn down and a large office building erected on the site. The Buck & Rayner store will occupy the ground floor and basement of the new structure, and will have much larger and more comfortable quarters.

THE TRAVELER.

## PERSONAL.

### A MAN OF IDEAS.

Ideas are what count after all. A good idea is worth a year of drudgery. But where you find a hundred men who do fairly well and quite willingly the thing they are told to do, you will be lucky if you run across more than one who can *think* of these things and set the others at them. W. H. Burke, of Detroit, is this hundredth man. He doesn't work very hard—he used to earlier in life, but he has others do the work now. He plans, plans, plans; he is forever hatching up some scheme or other; and the beauty of it is, his Ideas all “work” when put to the test of practice.



MR. BURKE.

Four or five years ago Mr. Burke wearied of confining himself to one store. He looked around him. He saw another store that might be secured at an advantageous figure. He bought it. Three or four months later there was a good chance to buy one of the two largest stores in the city. He got another man or two interested and bought it. Within a year a fourth was added; and the Central Drug Co. has now been for several years one of the most prosperous “combinations” in the country.

Burke has the making of a “Captain of Industry.” He has the creative gift—the gift of construction and invention. He is a man of ideas.



## LETTERS.

## CONCERNING ELIXIR OF IRON PYROPHOSPHATE.

To the Editors:

I notice from page 43 of the January BULLETIN that "H. A. J." had considerable difficulty in dispensing a prescription containing 6 drachms of potassium acetate, 2 drachms of Fowler's solution, and enough elixir of pyrophosphate of iron to make 6 ounces. He says that whereas a clear solution resulted at first, complete solidification took place within two or three days.

Please inform "H. A. J." that if he will proceed as follows he will be delighted with the permanent, apple-green elixir obtained: Add to the potassium acetate, contained in a porcelain evaporating dish, the Fowler's solution, warm slightly to bring about solution, make acid by means of citric acid, and then add the elixir of iron pyrophosphate, filtering if necessary.

The elixir of iron pyrophosphate best suited for this combination is made as follows:

Iron pyrophosphate, U. S. P. .... 256 grains.  
Citric acid ..... 10 grains.  
Distilled water ..... 1½ ounces.  
Aromatic elixir (N. F.), enough to  
make ..... 16 ounces.

Dissolve the iron pyrophosphate by the aid of the acetic acid in the distilled water, which has previously been raised to a boiling point; now add the aromatic elixir, slightly warmed, and, when the whole is cool, filter if necessary.

Let me say further with respect to the experience of "H. A. J." that Fowler's solution is alkaline, as is also the potassium acetate. His trouble was not due to supersaturation, but to a double decomposition between the potassium acetate and the iron pyrophosphate, forming the insoluble potassium salt. Acetic acid is very loosely combined with the potassium base in potassium acetate, and the salt is very easily broken up; a slight heating will liberate the acid radical.

I had some of the prescription compounded my own way, and if "H. A. J." will communicate with me I will be glad to mail it to him for his special interest.

FRANK P. ROBINSON.

Carrollton, Mo.

[NOTE BY THE EDITORS.—It is of interest to state that the difficulty experienced by "H. A. J." called forth another very helpful letter which appeared on page 74 of our February issue. Readers who are interested in the subject will find it desirable to consult this communication also.]

## HIS HOG NEEDED TREATMENT.

To the Editors:

Enclosed please find an order which I received this morning. If you think it will be sufficiently

*Mr. J. S. Glenn sir  
will you please send  
me some Read Hermit  
for I want it to  
mix with some lard  
for a hog I cut a  
pound ago*  
*J. S. Mathews  
Alger  
aromatic Co  
send 5 cents worth*

interesting to your readers, publish it. It struck me as being pretty good. T. S. GLENN.

West Branch, Mich.

## A FEW CHOICE SPECIMENS.

The illiterate orders shown in the accompanying illustration have been received from BULLETIN readers. The first, sent in by Hazard Reeves & Co., of Orangeburg, S. C., evidently calls for salicylic

*Salicylic Acid*  
*oil of acid  
To earn fruit*  
*10 Cents Worth  
I a Dat Patchash*  
*For all Cocks Plasters*

acid. The second, from J. D. Smith & Son of Macon, Mo., shows another method of spelling exactly the same name, and illustrates how versatile the human race is! The third, submitted by the Smith Drug Co., of Texarkana, Ark., exhibits an



altogether unique and original method of spelling plain, ordinary, every-day iodide of potash. The fourth speaks for itself with sufficient plainness; it is contributed by W. H. Burke, of Detroit.

#### A PRACTICAL DEVICE.

To the Editors:

Possibly some of your readers have had the same trouble in repairing bulb syringes that we experienced for years. We often found it almost impossible to stretch the bulb over the connection until we conceived a special plan of our own. Since then we have been able to accomplish this vexing little job without difficulty. We use three small wires made of spring wire and shaped as follows:



Each of these contrivances is about three or four inches long. The bent ends of all three are inserted in the opening of the bulb; all are then pulled in as many different directions, thus stretching the opening to any required size. The tube connection can be easily slipped into place. We have used this simple little device for many years and would advise your readers to try it. STOTT & JURY.

Bowmanville, Ontario.

#### HE HAS THE RIGHT KIND OF STUFF IN HIM!

To the Editors:

I am glad you liked the sarsaparilla window which I contributed to the BULLETIN last month. Let me say that I always find something good to work up from the BULLETIN, and that it was your journal which first stirred me up to study the question of making window displays and designing signs. For instance, I used Mr. Cooban's corn-crib trim with excellent results, and also the Hegeman corporation's sponge man. I am firmly convinced that the window is the life of the store, and that if drug clerks would dig right into window work instead of going to sleep, they would soon become invaluable to their employers. Drug clerks ought to realize that some one will see their progress, even though they are in suburban drug stores. There is always a position waiting for the hustler. Several years ago, when I first went into —'s pharmacy, it was dead to all appearances. I immediately began to push

things by means of window displays, attractive signs, etc., and although my employer did not appreciate what I was doing for him, I kept right on digging. Somebody was watching my work, and I will say that about a year ago I was tendered a fine position at a large increase in salary with only eight hours' work a day, and my chief duty has been to look after the sign work and the advertising for the largest store in the city of Dayton. I am still digging, and digging harder every day.

C. C. GREEN.

Dayton, Ohio.

#### AN ORDER.

To the Editors:

We beg to send you an order received during the past week, thinking it might prove amusing to read-

*tubin class and tit  
for a new born  
baby small one*

ers of the BULLETIN. At the same time let us take the opportunity of saying how much we appreciate your valuable paper. JOHN COX & SON.

Grantham.

To the Editors:

The BULLETIN OF PHARMACY is all right. One article last year was worth much more to me than the price of the paper. T. C. BASYE.

Rockport, Ind., Jan. 21, 1904.

\* \* \*

To the Editors:

Enclosed find \$1.00 for renewal of subscription to the BULLETIN OF PHARMACY. The Journal is O. K., but it does not come often enough!

SANDY DRUG CO.

Murray, Utah, Jan. 18, 1904.

\* \* \*

To the Editors:

Enclosed find check for \$1.00, for which please continue to send the best journal which we know of in the profession! Would not be without it.

W. H. LEONARD.

North Tarrytown, N. Y., Jan. 13, 1904.



## BUSINESS HINTS.

*The specimen advertisements, invitations, etc., printed in this department are meant to be copied by druggists—either used verbatim, or adapted to each particular druggist's needs. We present them here for this express purpose.*

### A Living Advertisement.—

If the American reader will glance at the accompanying illustration he will see how advertising is sometimes done by his pharmaceutical cousins in Great Britain. The photograph is contributed by Mr. Robert Roberts, a chemist and druggist at 8 Bangor Street, Carnarvon, Wales. It seems that two or three months ago a fancy dress entertainment was given for the purpose of enlarging the District Nurses' fund, and prizes were offered for the best local advertising costumes. The little lady shown herewith, and decorated by Mr. Roberts, was awarded the first prize. The color scheme employed was red and white. The pestle-and-mortar hat was in red, with sugar-coated pills stuck on; and a row of pills also adorned



the red ribbon worn around the neck. The dress was in white, but the front of the bodice portion was a red chest protector. White puffs with red tops were fixed on shoulders and cuffs, and trimmings of red pill boxes appeared all down the front and back of bodice and skirt. A bunch of soothers was suspended chatelaine-like from a red waist belt. The bottom of the skirt was decorated with puffs and pill boxes alternately. The sleeves were trimmed with tooth-brushes, tooth-paste, babies' combs and babies' brushes. A feeding bottle peeped from the outside pocket. The slippers were red, with five white felt corn plasters on each. Finally, the young woman carried in her hand a spray filled with Persian bouquet perfume, which she diffused liberally among the sightseers.

### A Soda Opening Day.—

It is a pretty good plan to open your soda fountain season in some formal and public manner. It attracts attention to that feature of your business and starts things off with a boom. A good many druggists follow the custom annually. Here is a *facsimile* of the invitation card gotten out last year by Ira B. Clarke, of Fifth and Woodland Streets, Nashville, Tenn.; the card was 2¾ by 4½ inches in size:

## Soda Fountain Opening

You are cordially invited to attend  
**Clarke's Soda Fountain Opening**  
 Cor. 5th and Woodland  
**Tuesday Evening, May 12, 1903**  
 Dainty Souvenirs for the Ladies  
 Music

### Advertising Wall-paper.—

April is probably the one month of the year in which the sales of wall-paper are largest. The Jackson Drug Co., of Shenandoah, Iowa, got out a very pretty folder last month, and what they had to say is therefore of special pertinence just at this time. This is what the inside of the folder contains—and it may be added that the advertisement is worthy of repetition by other druggists:

## Pretty Wall Papers

In handing this folder to you we do so with the hope that our argument may be sufficient to induce you to come into our store and look over our line of Wall Papers. Each year sees us in better position to supply successfully the requirements of the public, and each year our business has steadily increased and our customers grown more numerous, thus proving to some extent that the style of wall paper handled by us and the policy of the firm meet with general approval. At no time in our many years of business has our line covered such an immense field as this present season—the scope of the line, the number of designs, grades and colorings are hardly realized even by those who have gone carefully over it. Every style of design and shade of color that one could imagine is in this season's stock, from a raw silk hand print paper at \$4.00 per bolt to a good assortment of white blanks as low as 8c. Many novel effects are shown, with an unusually large assortment in all grades. The every day seller will be found here in great variety. The high-class decorative novelties are here in sufficient diversity to arouse the enthusiasm of the most fastidious buyer. You will find it worth while to call and see our assortment and get our prices. Can we expect you?

**The JACKSON DRUG COMPANY**



## Soda Fountain Openings Again.—

Reference is made in another paragraph to the idea of having soda fountain openings. In this place we may quote from the invitation issued last year by a firm of druggists in Atlantic, Iowa:

## GRAND OPENING

of the

SODA FOUNTAIN SEASON OF 1903.

W. T. PALMER & Co.,  
Druggists and Stationers,

Invite yourself and family to be present  
at their opening,

Thursday Evening, June 18th,

7.00 p.m. Sharp.

Will Serve Free

Tutti-Frutti Ice Cream

Something New

This invitation was printed on a good quality of correspondence stationery, light blue in color, and the type was in simulation of a steel plate, so that the thing looked as if it were engraved. The invitations were sent out under two-cent postage. W. T. Palmer & Co. point out that the use of invitations like these enables one to select a nice class of patrons and keep out the rabble.

## A Chicago Scheme.—

The Economical Drug Store, made the subject of mention and illustration in an article entitled "A Remarkable Pharmacy" printed elsewhere in the present issue of the BULLETIN, keeps bottles of popular substances ready prepared at the sales counter—that is, bottles of things like castor oil, tincture of arnica, tincture of benzoin, spirits of camphor, glycerin and rose water, rose water, and tincture of green soap. Mr. Campbell, the manager of the store, is convinced that the idea is an excellent one. Ordinarily when people come into a drug store after glycerin, for instance, the average clerk or druggist asks them if "they will have one ounce, two ounces, or four ounces." In Mr. Campbell's opinion this is a mistake. People don't know anything about quantities. They are puzzled by them. They go by prices. The proper way is to ask them if they want a 15, 25, or 45 cent bottle (these are the prices charged in the Economical store). They can then render immediate judgment. It is not necessary to go to the trouble of showing them what a one-ounce or two-ounce bottle is. The advantages of this method

are that larger quantities of goods are sold as a rule, while the time of the salesman is also saved. So far as dry drugs are concerned, the Economical Drug Store keeps the following articles put up in quarter-pound, half-pound, and one-pound cartons: cream of tartar, borax, sodium bicarbonate, Epsom salt, Rochelle salt, sulphur, fullers' earth, prepared chalk, licorice powder, and insect powder.

## "The Subway Druggist."—

Dr. B. Frank Smith, proprietor of "The Smith Pharmacy" at 133 Market Street, Harrisburg, Pa., has begun the publication of a little drug-store paper which he calls "The Subway Druggist"—a title chosen because Mr. Smith's location is, as he expresses it in all his advertisements, "down by the subway." By the way, before we begin saying anything about Mr. Smith's paper itself, let us remark that his idea of focusing attention on his location as being near the subway is admirable. If you can identify your business with some one location, or some one idea of any sort, and make the identification so complete that people always think of the two things at the same time, you have executed a piece of advertising than which nothing is more important. As for Mr. Smith's paper, we observe first that it is much smaller than other sheets of the same kind gotten out by druggists. It is only 6½ by 8¼ inches in size, and has the customary four pages. The text matter is very bright and "snappy," but our objection to it is that every line of it is advertising. If you want people to read a drug store paper, you have got to put in general reading matter, such as jokes and the like. In other words, you must coat the pills with sugar; otherwise they won't be taken.

## Clever!—

In his little drug-store paper entitled "Bunting's Drug News," George A. Bunting, of Baltimore, Md., makes the statement that the journal is "entered in every household hereabouts as first-class matter." This is a very clever paraphrase of the sentence which the postal regulations compel every magazine or newspaper to print in a conspicuous position. It reminds us of the yarn which Elbert Hubbard gets off in his lectures about *The Philistine*. When the sprightly little journal was first issued, it was a sort of private affair, and there was some doubt as to whether it deserved to be given the regular second-class rates accorded to legitimate publications. Hub-



bard of course did not want to pay one cent on every copy, as he would have to do if the coveted recognition were not granted; and so he contested the point with the postmaster at East Aurora. The postmaster of the village, it is necessary to explain, was the grocer also, as well as half a dozen other things; and his experience as a postal expert was somewhat limited. He took two or three days in which to consider the question. The old fellow had a saving sense of humor, however, and he finally told Hubbard that he had carefully read the journal and so discovered that there was "no doubt about its being second-class matter!" The regular rates of a cent a pound were therefore given it.

#### An Advertising Card.—

Reference was made last month in this department to some small advertising cards gotten out by Charles J. Fuhrmann, of Washington, D. C. Mr. Fuhrmann uses them in the place of slips or folders, and inserts them in packages leaving the counter. Here is one on prescriptions that is pretty good. The size and the type are an exact duplicate of the original:

**PRESCRIPTIONS**

**Called for  
and  
Medicines  
Delivered.**

Telephone, write or call at any time and let us know what drug store goods you need, and we'll send them right out, without extra charge.

**FUHRMANN'S PHARMACY,**

 **N. W. Cor. 8th and East Capitol Sts.**

#### A Safe Rule on Proprieties.—

A safe rule, and one that should always be lived up to, is to purchase new articles in the smallest possible quantities, especially proprietary goods. Thus argues John W. Ballard in the *American Druggist*. Attractive inducements are held out by salesmen who introduce these goods—advertising in newspapers, by circulars, show cards, and discount for quantity; but no one can foretell the result of such advertising, even if these promises are kept. It is better to spend a little money on extra freight than to have a larger amount of goods on your shelves, which in many cases are there to stay. This is also true of the many synthetic remedies; while some have developed a large sale, others, and the larger majority, have already become "has beens."

#### A Pretty Good Cough Adv.—

This was clipped from a recent issue of "Cunningham's Bulletin," the drug-store paper gotten out by a Detroiter:

**Guaranteed**

**Cough Cure**

NO cough remedy has ever been discovered that will cure every cough, but we think we have one that comes a little nearer to doing it than most of them. We have prepared it for years; it has been tried in all manner of cases and given satisfaction. We ask you to remember and try this,

Because it is safe,  
Because it is most certain to cure,  
Because it is pleasant to take,  
Because it is equally good for children or adults, and  
Because if it ever fails you get your money back.

**25 Cents**

**ANDREW R. CUNNINGHAM,**  
264 JOS. CAMPAU AVE.

#### A Newspaper Advertisement for Toilet Cream.—

The following display advertisement is cut from "Items of Interest," the monthly drug-store paper which Mr. Cooban publishes. The announcement is suitable for any newspaper, and is worthy of duplication:

**Makes Your  
Skin Like Velvet**

**COOBAN'S COOLING CREAM**

Has a marvelous effect on rough skin. One or two applications will remove the roughness, and by its occasional use the skin acquires the smoothness and softness of a baby's.

Cooling Cream is not sticky, and gloves may be worn a few moments after using it.

Price 20c.  
Delightful after shaving.

**B. S. COOBAN & CO.,**  
**559 W. Sixty-Third Street.**



## PRACTICAL PHARMACY.

### Whiskies Bottled in Bond.—

Burr M. Overton read a paper at the last meeting of the Kentucky Pharmaceutical Association on the subject expressed in the foregoing title. He declared that no product is adulterated so generally and so brazenly as whiskey. If we are to believe Mr. Overton, it is almost impossible under ordinary conditions to get a pure product. However, he pointed out that if one buys "whiskey in bond," he is sure to get an article of the right sort. The bond system absolutely insures to the consumer immunity from adulteration of any sort, because each package is sealed under governmental supervision with the internal revenue stamp, which, if unbroken, is therefore a perfect guarantee that the contents of the package are all the label declares. "It is a fact, well established, through years of investigation by our most learned physicians," declared Mr. Overton, "that whiskey of a mature age and properly made is one of the most valuable remedial agents known to the profession, but how often is it the case that the aims of the physician are defeated by the dispensing of so-called whiskey which in reality is a very dilute alcoholic essence colored and flavored to simulate whiskey, and the patient instead of being benefited is really injured."

### Syrup of Licorice.—

This formula is recommended by George A. Matthews in the *Pharmaceutical Era*:

|                                      |            |
|--------------------------------------|------------|
| Powdered extract of licorice.....    | 8 ounces.  |
| Glycerin .....                       | 16 ounces. |
| White sugar .....                    | 24 ounces. |
| Ammonia water .....                  | 4 drachms. |
| Distilled water, enough to make..... | 4 pints.   |

In a mortar of convenient capacity rub the extract of licorice with the glycerin and one pint of distilled water. Add the ammonia, pour into an evaporating dish and place on a stove over a slow fire until the fumes of ammonia are driven off. Now add the sugar and bring to a boil, remove from fire and strain while hot. When cold add the flavor as follows:

|                           |           |
|---------------------------|-----------|
| Essence of anise,         |           |
| Essence of caraway,       |           |
| Essence of wintergreen,   |           |
| Essence of coriander..... | ½ drachm. |

The essence of caraway oil is composed of oil of caraway one-half drachm, alcohol enough to make one ounce. Essence of coriander is prepared by adding oil of coriander, one-half drachm, to alcohol enough to make one ounce.

### Filtering Prescriptions Before Dispensing Them.—

Experience in prescription filling teaches that it is advisable to filter all solutions and many mixtures before dispensing them, for it rarely occurs that a



A PORTO RICAN PHARMACY.—This shows a type of pharmacy often seen in the Spanish-speaking countries. It is a prominent store in Guayama, Porto Rico. A large business is enjoyed, and the pharmacy is one of the best on the island. Julio S. Bruno is the proprietor.



liquid is so free from foreign matter that it will not be improved by this operation. This opinion is expressed in the *Druggists Circular* by H. A. B. Dunning. Mr. Dunning goes on to say that absorbent cotton is well adapted for filtering or straining liquids which are not of a syrupy or gummy character. For this class of fluids, when the straining is merely to remove small particles of solid foreign matter, gauze bunting or bandage gauze will answer the purpose as well as the cotton, and will require far less time. This gauze differs from ordinary gauze only in being more closely meshed. It may be bought in hundred yard rolls, one yard wide, at the cotton mills. It is a good plan to cut the gauze into strips one foot in width, and make into rolls of suitable size. These rolls should be kept convenient to the prescription counter. Any length desired may be readily clipped off with a pair of shears.

#### Dispensing Prescriptions Containing Pepsin.—

Prescriptions containing pepsin to be dissolved in fluids containing a large percentage of water are not quickly prepared, as the pepsin agglutinates and adheres to the end of the pestle and sides of the mortar in which it is being dissolved. Thus observes H. A. B. Dunning in the *Druggists Circular*. If one of the ingredients of the prescription be gly-

cerin, and the pepsin be thoroughly distributed through it, and the water added subsequently, a perfectly smooth mixture results with the rapid solution of the pepsin. If syrup be present and glycerin not, the prescription may be prepared in the same manner, though syrup is not so satisfactory. The efficiency of this method of mixing pepsin is better demonstrated in the preparation of large quantities of pepsin solutions containing glycerin as one of the solvents.

#### Iodoform Emulsion.—

The following formula for this product has been offered as satisfactory:

|                       |              |
|-----------------------|--------------|
| Iodoform .....        | 48 grammes.  |
| Potato starch .....   | 25 grammes.  |
| Glycerin .....        | 400 grammes. |
| Distilled water ..... | 240 Cc.      |

First triturate the iodoform and the starch to a fine powder; then mix the glycerin and the water. To the former add a small quantity of the latter and triturate into a smooth paste, adding the remainder of the glycerin and water mixture gradually with continual stirring. Heat slowly, up to 100 Centigrade, stirring constantly. Keep the mixture at this temperature for several minutes, and then allow it to cool. Triturate briskly until cold.

Care must be exercised in heating the mixture in order to prevent the unnecessary decomposition of the iodoform, which would discolor the emulsion.



A PORTO RICAN PHARMACY.—The exterior is here shown of the pharmacy presented on the opposite page. Guayama has 8000 inhabitants, and is one of the chief cities of Porto Rico, ranking next in importance to San Juan and Ponce. It is almost directly south of San Juan, and is on the lower or southern side of the island.



**A Liniment.—**

John Culley, a druggist in Ogden, Utah, recommends this liniment (*Merck's Report*):

|                                 |                 |
|---------------------------------|-----------------|
| Menthol .....                   | 8 grains.       |
| Oil of origanum.....            | 12 fluidrachms. |
| Oil of spike .....              | 12 fluidrachms. |
| Oil of amber, rectified.....    | 12 fluidrachms. |
| Oil of sassafras.....           | 12 fluidrachms. |
| Oil of turpentine, to make..... | 3 pints.        |
| Eggs .....                      | 16.             |
| Acetic acid (36-per-cent).....  | 10 fluidounces. |
| Water .....                     | 2½ pints.       |

Shake occasionally for several days, then bottle, using a 6-ounce medium-mouth, French square No. 8 bottle. Use a good long cork, cap well, and carton. Sell for 50 cents.

This is a popular liniment and sells well. Call it some kind of "oil," as "Yucca Oil." It takes better than the word "liniment." This is the one remedy of which you need not be afraid of extolling the virtues. Like all other liniments, it will cure everything that can be reached from the outside.

**A Toilet Ammonia.—**

H. B. Palmer (*American Druggist*) says that a preparation which has proved a good seller all the year round with him is a toilet ammonia—"an article which appeals to the lady of leisure as well as to the toiler." He makes it as follows:

|                                 |          |
|---------------------------------|----------|
| Ammonia water, 10-per-cent..... | 250 Cc.  |
| Green soap .....                | 120 Gm.  |
| Oleic acid .....                | 10 Cc.   |
| Oil of bay.....                 | 1 Cc.    |
| Oil of rosemary.....            | 1 Cc.    |
| Oil of verbena.....             | 5 Cc.    |
| Water, enough to make.....      | 1000 Cc. |

Dissolve the soap in 500 Cc. of warm water and when cool add the water of ammonia and the oils; mix by agitation and add lastly the oleic acid and enough water to make 1000 Cc.

**Incompatibilities of Ammonol.—**

Ammonol is a white powder, part of which is soluble in cold water and part insoluble, soluble in hot water, not entirely soluble in alcohol even on boiling (E. A. Ruddiman in an A. Ph. A. paper). It is alkaline to litmus, and when the bottle is freshly opened it has the odor of ammonia. If it is shaken with water and then filtered, the filtrate precipitates solutions of lead acetate, barium chloride, copper sulphate, silver nitrate, alum, ferric chloride, the precipitates being soluble on adding acids. This filtrate gives the odor of ammonia when heated with potassium or sodium hydroxide. Acids cause an effervescence. It probably contains ammonium car-

bonate. Most of the precipitations are due to the alkalinity and can be overcome by neutralization. When it is rubbed dry with resorcin, thymol, carbolic acid, or chloral hydrate it gives a mass or liquid. It does not reduce potassium permanganate appreciably.

**Utilizing Old Bottles.—**

Every druggist often wonders what he can do with the half-pint and pint bottles in which manufacturers send out their fluid extracts and the like. B. S. Cooban, of Chicago, utilizes the bottles in this way: He puts ammonia, witch-hazel, and turpentine in them, and then sells these products by the bottle. He labels them neatly and occasionally displays them on the counter. The ammonia is a 5-per-cent product, and the pint bottle sells for 10 cents in competition with the various brands of "household ammonia." The latter product, it may be stated, usually contains only 1 to 2 per cent of gas. For the witch-hazel Mr. Cooban gets 25 cents a pint.

**Liquid Corn Cure.—**

The following formula is used by John Culley, a druggist in Ogden, Utah:

|                                              |                |
|----------------------------------------------|----------------|
| Ext. of cannabis indica (Eng-<br>lish) ..... | 80 grains.     |
| Salicylic acid .....                         | 2 ounces.      |
| Glacial acetic acid.....                     | 3 drachms.     |
| Alcohol .....                                | ½ fluidounce.  |
| Collodion .....                              | 4 fluidounces. |

Dissolve the extract in the alcohol, and add the other ingredients.

Put up in a two-drachm square bottle. Use a cork having a small camel's-hair brush stuck into it and held with glue. Seal the cork by dipping into melted paraffin. Place the bottle with a booklet into a folding carton. Retail for 25 cents.

**Keeping and Restoring Volatile Oils.—**

Volatile oils should be kept in small, well-filled and well-stoppered bottles in a dark, cool place. To oils of lemon and orange a small amount of alcohol, say about 10 per cent, should be added. Oils that have become darkened may be partially restored by agitating them with animal charcoal and filtering. If this treatment does not suffice, or the oil has become too resinified or terebinthinous, try agitating it for fifteen minutes with a mixture of powdered borax, animal charcoal, and water, and then filtering.



## BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

### The Making of Castor Oil.—

According to the *Porto Rico Trade* castor oil is made chiefly in California, Mexico, Italy, and India, but most extensively in California. It is produced by decoction or expression; the former method is employed in India and Italy, but in California and Mexico the following method is adopted: The seeds are gathered in the fall, and are then placed in drying furnaces for an hour or so in order to soften them, as a larger percentage of oil can be obtained from the seed when in a softened state than when hard. When taken from the drier they are placed in a press similar to a cider press and crushed. The expressed oil is mixed with about an equal amount of water and boiled for an hour or two, which action precipitates the albumins and other impurities. When cooled the thin scum on top is skimmed off. The water is then run off or the oil "baled" out. The oil is then placed in metal tanks exposed to the sun (sun-tanks) and allowed to bleach—a process which takes some eight or ten hours. From the sun-tanks the oil is taken to the storeroom, where it is barreled, bottled, etc., for the market.

In northern latitudes the castor plant is only a small herb rarely over three or four feet in height, and is used only for ornamental purposes. In tropical climes it becomes a tree, and it is said that in California some of the trees reach a height of fifty feet, and that the seeds from one of these trees contain as much as fifteen gallons of pure oil.

### New Food Plants in Yucatan.—

Consul E. H. Thompson has recently sent in a very interesting report on the food products of Yucatan. The most important of the cereals is of course the Indian maize or corn, of which there are several varieties.

Macal box (makal bosh) is a running vine with a tuberous root and appears to be a kind of yam. The tuberous root is of a purplish color, about the size of a large Irish potato, and is cooked much in the same manner as we cook sweet potatoes. It is said to be very nutritious. The green shoots appear in May and the tubers are ready to be dug in November. The plant is very productive and is propagated by the small tubers left in the ground as too small for food.

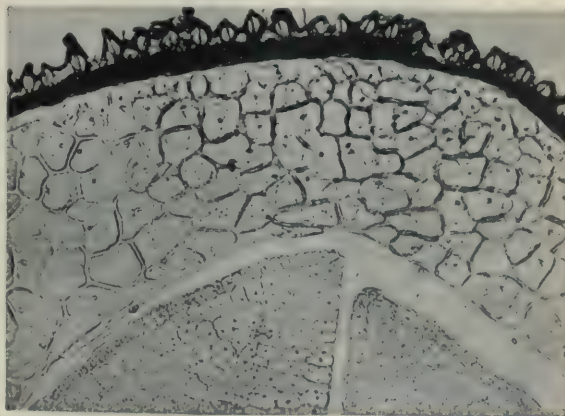
The xmakin macal (shmakeen makal), like the macal box, begins its growth in May and is harvested in November, but there are only two or three tubers to the plant; these are so large, however, that three or four will often fill a bushel basket; they resemble enormous Irish potatoes, and seem to be nearly pure starch.

Xmehen chi-can (shemehen chikan) is a sort of artichoke weighing when mature about one pound. The plant is a vine. It is usually planted in August and harvested in November.

Xun chi-can is a larger root weighing about three pounds. They are usually roasted or boiled, but many eat them raw.

### Destruction of Cork Forests in Italy.—

According to Consul-General Guenther, in Consular Reports, a method has been discovered by which cork waste can be utilized in large quantities. By this method large pieces of cork can be made from the small ones, which will give a new impetus to the cork industry. He also remarks that at one time Italy was a great producer of cork, but that a large part of her splendid cork-oak forests has already been destroyed—cut down for making charcoal, potash, etc. He says that seventy-five years ago the English demand for cork was supplied exclusively from Italy. The destruction of the remaining forests goes on uninterruptedly, and nobody seems to try to prevent it or to plant new forests, in spite of the fact that Italy possesses the most favorable climate and soil for the cork oak, the most favorable conditions for its growth being found in the volcanic soil of the peninsula.



CROSS-SECTION OF STROPHANTHUS SEED.—Reproduced from a microphotograph made by Drs. G. Elgel and H. Kritzler, of Godesberg, Germany.



## NEW REMEDIES.

### Cacaoiline.—

This substance is advertised as a substitute for or a succedaneum of cacao butter. Analysis, however, by Malacarme and Dieterich (*Helpfenberger Annalen*), shows it to be virtually nothing but cacao butter.

### Guaiaichinol.—

Trade name for quinine dibromguaiaicolate. It appears in brilliant clino-rhombic (monoclinic) prisms, very easily soluble in water. It is claimed that guaiaichinol unites the properties of its constituents (quinine, guaiaicol, and bromine).

### Hetralin.—

Chemically, hetralin is dioxy-benzol-methylene-tetramin. It appears as acicular crystals containing 60 per cent hexamethylene-tetramin. It is soluble in 4 parts of hot and 14 parts of cold water. Used in skin diseases.

### Lactagol.—

Lactagol is described by Dr. B. Bekmann of Hamburg (*Deut. Med.-Ztg.*) as a dry extract of cotton-seed meal. It occurs as a fine, yellowish-white powder, of not disagreeable taste, and insoluble in water, but readily forming a sort of emulsion therewith. Dr. B. has given it in doses of 3 or 4 heaping teaspoonfuls daily, in milk, to a small number of nursing women, and found that it decidedly increases

the secretion of milk, manifesting its galactagogue action within one to four days, without disturbing the nutrition and general condition of the mother and child.

### Mami.—

A sterilized cow-milk, containing diastase and malt extract. Used as an infant food.

### Methyl-Atropin Bromide.—

Appears in white crystalline leaves, with a melting point of 222° to 223° C. Easily soluble in water and dilute alcohol, but scarcely soluble in absolute alcohol, chloroform, etc. Used in eye diseases for dilatation of the pupil, also in the treatment of the night sweats of consumption, where it shows itself quite as efficient as atropine and without the evil sequelæ of that substance.

### Mirmol.—

This is a new cancer remedy. It consists of 20 parts of fermol and 1 part of phenol.

### Protylin.—

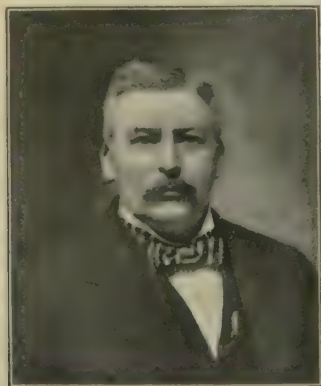
This is a phosphorous-containing albuminoid recently introduced as a succedaneum for lecithin as a tonic and nervine. It forms a yellowish-white, almost odorless and tasteless powder, insoluble in water, but soluble in alkalies, although in ammonia it merely swells up; it also dissolves in boiling hydrochloric acid, but with decomposition. It contains about 6 per cent PO. No details are given as to its mode of administration and dose.

### Trigemin.—

Trigemin is derived from the action of butyl-chloral-hydrate on pyramidon. It appears as long, white, acicular crystals, insoluble in water. It possesses analgesic and sedative properties, it is said, of high order. It is given in adult doses of from 8 to 24 grains (0.50 to 1.50 Gm.), though seldom more than 10 grains (0.60 Gm.) is necessary.

### Veronal.—

This is the trade name given to diethyl-malonyl-urea, a new and powerful hypnotic recently introduced by Merck. It appears in handsome colorless crystals, soluble in 145 parts of water at 20° C. (70° F.) or in 12 parts of boiling water. It melts at 191° C., and has a weakly bitter taste. It is given in doses of from 7½ to 15 grains.



AN INDIANAPOLIS DRUGGIST.—Mr. Arthur Timberlake is one of the prominent pharmacists of Indiana. His business is located at the corner of College Avenue and Sixteenth Street in Indianapolis. Mr. Timberlake has always been conspicuous in the State association, and early in the history of the N. A. R. D. was one of its chief supporters and executives. He served two years on the National Executive Committee.



## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### Blue Print Solution.

D. E. B.—We assume that you want a solution for making the blue print paper used in photography. Float the paper for one minute in a solution of—

Ferricyanide of potash .....1 ounce.  
Water .....5 ounces.

Dry it in a dark room and then expose beneath negative until the dark shades have assumed a deep blue color; then immerse the print in a solution of—

Water .....2 ounces.  
Bichloride of mercury.....1 grain.

Wash the print and then immerse it in a hot solution of—

Oxalic acid .....4 drachms.  
Water .....4 ounces.

Wash again and dry.

Red print paper is made as follows: Float plain paper four minutes in a bath of solution of nitrate of uranium containing 2 drachms in 10 drachms of water, after which drain and dry it. Next expose it beneath the negative for ten minutes. Wash and immerse in a bath composed of 30 grains of potassium ferricyanide and 3 ounces of water. Within a few minutes the picture will appear of a red color, which is then fixed by washing it thoroughly in water.

### A Veterinary Prescription.

A. W. submits the following veterinary prescription for criticism:

Quinine sulphate .....1 ounce.  
Potassium nitrate .....1 ounce.  
Fluid extract of digitalis.....3 drachms.  
Fluid extract of nux vomica.....7 drachms.  
Sodium salicylate .....2½ ounces.  
Water, enough to make.....16 ounces.

A clear solution of this mixture cannot be made. An addition of acid would set free salicylic acid from the salicylate; the addition of alkali precipitates the quinine as well as the strychnine from the fluid extract of nux vomica. The best we can suggest would be to make an acacia or tragacanth emulsion, but in this case the preparation could not be used in the manner desired.

### Preserving Strawberries.

R. M. B.—The only method we know of for preserving strawberries without subjecting them to heat is to use some preservative like salicylic acid. Why do you object to heat? The following process, for instance, is said to make a very fine preserved fruit and one which retains the whole fruit flavor:

Use champagne bottles and fill them full of the fruit dry, without crushing more than necessary to squeeze through the neck of the bottle. Heat to the boiling point a syrup made of 1 gallon of water and 15 pounds of granulated sugar and pour this into the bottles, nearly full, and cork at once, tying down firmly. While hot, place the bottles into a water bath, covered nearly to the top, setting them on wires in the bottom of a kettle or boiler, and let them stand for fifteen minutes, while the water boils, then remove and allow to cool slowly. Set them in a warm place on cloths to prevent cracking. The fruits should be fully ripe, of a rich color, and fresh. By standing, delicate fruits lose much of their flavor and become stale. Select clean fruit and don't wash them.

### Creolin.

"A Canadian Subscriber."—Liquid creolin may be obtained by heating together 200 parts of powdered rosin and 90 parts of soda lye of 1.333 specific gravity, until saponification takes place, and adding little by little, at a temperature of 70 deg. to 80 deg. C., 780 parts of oil of tar, stirring constantly. Now bring to a boil, and boil until a thin pellicle forms on top, turn out into a suitable vessel and cover closely until cold.



A CORPS OF JAPANESE CHEMISTS.—Dr. Jokichi Takamine is well known as the discoverer of taka-diastase and adrenalin. In the engraving he is shown surrounded by the staff of chemists in the Takamine laboratory at 613 West 142d Street, New York City. Every one in the group is a Japanese. Whether Dr. Takamine will be able to hold them all in this country during the present condition of things in the far East remains to be seen.



### *Treating Morphine and Cocaine Habitués.*

"A Canadian Subscriber."—In the main two methods are used for the treatment of cocaine and morphine habitués. By one, the "tapering off" method, the patient is given less and less of the drug every day and kept under close control and supervision. By the other, the supply of the drug is cut off immediately, and sedatives and tonics are given to relieve the system of the ill effects engendered. Potassium bromide is used very largely, and strychnine is employed as a tonic. In every case the patient is watched very closely. No patient is able to cure himself voluntarily. If left to his own devices he will secure the drug despite all you can do. There is no specific for the condition. Nothing but patient, long-continued, and systematic treatment will avail. It has been found in the past that a good many of the proprietary "specifics" have themselves contained morphine!

### *Blue Coloring Agents.*

R. R. S.—If you want to buy some blue coloring agents which are soluble in oil, your best plan would be to write to some large manufacturer of aniline substances like Theodore Eaton & Son, of Detroit, Mich., or Kohnstam & Co., of New York. Either of these houses will send you samples, and you can make your own selection. Such coloring agents are usually sold by numbers or letters, and not by name.



DISCUSSING PHARMACEUTICAL PROBLEMS.—Here are two editors and two professors solving some of the weighty questions which perplex the minds of modern pharmacists. They are paired off as if a regular debate were in progress. The two editors (on the left) are E. J. Kennedy, of the *Pharmaceutical Era*, and Caswell A. Mayo, of the *American Druggist*; while the two professors are Charles T. P. Fennel, of Cincinnati, and Dr. H. M. Whelpley, of St. Louis. It is quite probable that the editors "won out" inasmuch as Dr. Whelpley, in addition to being a professor, is master also of the blue pencil, presiding over the destinies of *Meyer Bros. Druggist*. The "snap shot" was taken on the boat-ride at the last meeting of the A. Ph. A.

### *A String of Queries.*

A. W. C.—Tincture of cudbear is the substance usually, and perhaps almost invariably, used for coloring elixir of lactopeptine. We can suggest no better agent.

Solution of atropine sulphate can be prevented from forming bacterial growths by the admixture of one-half to one per cent of chloretoone.

The imperial fluidounce of Great Britain is not the same thing as the apothecary's fluidounce of the United States. The apothecary's fluidounce of water at 60° Fahrenheit weighs 455.7 grains, while the imperial fluidounce weighs but 437.5 grains.

The formula for angostura bitters is as follows:

|                                |               |
|--------------------------------|---------------|
| Angostura bark .....           | 1½ ounces av. |
| Chamomile, German .....        | ¼ ounce av.   |
| Orange peel, bitter.....       | ¼ ounce av.   |
| Cardamom seed .....            | 30 grains.    |
| Cinnamon .....                 | 30 grains.    |
| Cochineal or red saunders..... | 15 grains.    |
| Raisins .....                  | 4 ounces av.  |
| Diluted alcohol .....          | 5 pints.      |

Reduce the first five ingredients to coarse powder, add the raisins (bruised) and the diluted alcohol, macerate for a month, express and filter.

### *Perfuming Talcum Powder.*

A. D. L.—We are not in position to give you any very definite information on this subject. You will understand that the proper perfuming of an article is a difficult thing. Most of the perfume formulas are unreliable and worthless. The manufacture of perfumes is, indeed, a trade secret for the most part, and useful information is very hard to get. Your best method would be to buy a compound perfume, ready prepared, of some large manufacturing house. Tell them what you want it for, and you will get something to your entire satisfaction.

### *Precipitation in a Pepsin Prescription.*

W. L. M. submits the following prescription for criticism:

|                                   |            |
|-----------------------------------|------------|
| Strychnine sulphate .....         | 1½ grains. |
| Diluted hydrochloric acid.....    | 6 drachms. |
| Pepsin .....                      | 1 drachm.  |
| Simple syrup, enough to make..... | 6 ounces.  |

W. L. M. says there is an incompatibility here, and he wants to know what it is. Let us say in reply that there is a precipitation of albuminoid from the pepsin caused by an excess of acid. A smaller amount of acid would probably correct the difficulty.



*Syrup of Bromides Compound.*

W. B.—The following formula has been published as presenting a satisfactory product:

|                             |                 |
|-----------------------------|-----------------|
| Potassium bromide .....     | 384 grains.     |
| Sodium bromide .....        | 384 grains.     |
| Ammonium bromide .....      | 384 grains.     |
| Citric acid .....           | 16 grains.      |
| Tincture of vanilla.....    | 4 fluidrachms.  |
| Compound tinct. of cudbear. | 1½ fluidounces. |
| Simple syrup .....          | 3 fluidounces.  |
| Water, enough to make.....  | 16 fluidounces. |

Dissolve; let it stand for twenty-four hours, and filter.

We may say in reply to another question of yours that it is usually customary for physicians who own drug stores to counter prescribe, although we believe they are prohibited from so doing by their local medical societies. The loss of membership in the latter is usually the price they have to pay for the practice. It would probably be a good idea, as you suggest, to name a drug store after yourself, and to use this name on labels.

*Remedy for Whooping-cough.*

J.—Whooping-cough is a disease which ought not to be treated by proprietary remedies. Physicians ought to be called in every instance. Ordinarily whooping-cough runs a course six weeks in length. A familiar remedy, however, is the following:

|                               |                |
|-------------------------------|----------------|
| Butyl-chloral hydrate .....   | 15 grains.     |
| Potassium bromide .....       | 60 grains.     |
| Ether .....                   | 20 drops.      |
| Tincture of belladonna.....   | 15 drops.      |
| Tincture of hyoscyamus.....   | 25 drops.      |
| Syrup of tolu, enough to make | 4 fluidounces. |

Directions: A teaspoonful four times a day.

For a cough syrup to be used entirely for children put 2 drachms of tincture of gelsemium, 1½ ounces of syrup of ipecac, and 1½ ounces of paregoric in 8 ounces of a suitable vehicle made up of syrup of wild cherry, tolu, and the like. Of this a teaspoonful may be given to a child from eight to ten years old, and less in proportion to younger children.

*An Error—Elixir of Heroin and Terpin Hydrate.*

An error was unfortunately made in the formula for this preparation which was printed last month in this department. Our attention has kindly been called to it by Campbell & Son, of Lonaconing, Md. Eight instead of 80 grammes of terpin hydrate should have been directed in the formula.

*An Instance of Supersaturation.*

W. L. M. submits a prescription containing 1½ ounces of ammonium benzoate in 6 ounces of simple elixir. He complains that some of the benzoate remains undissolved and causes an unsightly mixture. This is plainly a case of supersaturation, however, and nothing can be done except to dispense the prescription as a shake mixture. Ammonium benzoate is soluble in only 5 parts of water, and less soluble in a partially saturated liquid like a syrup or an elixir.

*Blue-black Ink.*

S. L. T.—The following formula has been recommended as producing a satisfactory product:

|                                |                 |
|--------------------------------|-----------------|
| Phenol black, B (coal-tar dye) | 2½ ounces av.   |
| Sugar .....                    | 2¼ ounces av.   |
| Carbolic acid .....            | 1 fluidrachm.   |
| Sulphuric acid, pure.....      | 25 minims.      |
| Distilled water .....          | 96 fluidounces. |

Mix the dye with 6 fluidounces of cold water, allow to stand for two hours, then add the remainder of the water, in the boiling condition, and the other ingredients, and stir about until dissolved.

This ink writes a handsome blue-black. For school purposes it may be cheapened by reducing the dye even to 1½ ounces av.



AN N. A. R. D. GROUP.—Like the photograph on the opposite page, the one here shown was also taken at the Mackinac meeting of the American Pharmaceutical Association. It represents, however, a body of enthusiastic N. A. R. D. devotees, and thus symbolizes the fraternal feeling which exists between the two national associations. Reading from the left, the two men seated in front are F. W. Meissner and Secretary Wooten, while those standing in the rear are W. L. Cliffe and Lewis C. Hopp. Mr. Meissner was for two or three years a prominent member of the Executive Committee of the N. A. R. D.; Mr. Hopp has served one or more terms as first vice-president of the organization; while Mr. Cliffe has always been one of the most loyal servants of the N. A. R. D. in Philadelphia.



*Castile Soap.*

J. G.—You will find lengthy articles on the manufacture of Castile soap in the dispensaries. We can do no better than to refer you to them. In general, however, it may be said that a white Castile soap can be made of olive oil, 40 parts; ground suet, 30 parts; and tallow, 30 parts. Consult the dispensaries for directions.

*Prunes.*

D. R. D.—Prunes are said to have a considerable laxative property, and are used to some extent for their medicinal virtue, particularly by the eclectic physicians. They impart their laxative property to boiling water, and it is the liquid gained from stewing the dried fruit that is used in medicine. The liquid serves also as a useful and pleasant addition to purgative decoctions. The chemical constituents of prunes are uncrystallizable sugar, malic acid and mucilaginous matter.

*Loeffler Solution.*

W. & F.—You speak of "Loeffler's solvent." We think you must have in mind Loeffler solution, which is used to swab the throat in diphtheria. The latter has the following composition: Menthol, 10 grammes; toluene, sufficient to make 36 Cc.; then add creolin 2 Cc.; ferric chloride solution, 4 Cc.; and alcohol, sufficient to make 100 Cc.

*A Croup Remedy.*

W. Drug Store.—Here is a typical formula:

|                              |                |
|------------------------------|----------------|
| Fluid extract of senega..... | 2 fluidrachms. |
| Fluid extract of ipecac..... | ½ fluidrachm.  |
| Tincture of squill.....      | 2 fluidrachms. |
| Tartar emetic .....          | 1½ grains.     |
| Simple syrup .....           | 4 fluidounces. |

Teaspoonful doses of this are recommended for croup.

*Where Cards Can be Printed for a Prescription File.*

D. & S.—The special cards used by Mr. Cunningham for his prescription file, and described on page 114 of last month's BULLETIN, can be made to order by such large and well-equipped houses as the Richmond & Backus Co. of Detroit, Mich. These people will give you prices if you will write them and state your request.

*Book on Advertising.*

H. J. S.—A very excellent book on advertising is one having the title of "Successful Advertising," written by J. Angus MacDonald, and published by the Lincoln Publishing Co. of Philadelphia. This does not specifically discuss druggists' advertising, but takes up the whole problem in so thorough and fundamental a manner that the book is quite as valuable to druggists as to any other class of retail advertisers.

*White Liquid Glue.*

D. H. F.—You might try the following formula:

Take of best white glue, 16 ounces; white lead, dry, 4 ounces; rain water, 2 pints; alcohol, 4 ounces. With constant stirring dissolve the glue and mix the lead in the water by means of a water-bath. Add the alcohol, and continue the heat for a few minutes. Lastly, pour into bottles while it is still hot.

F. A. L.—Saccharin is the substance more generally used for masking the bitter taste of quinine. Use a grain to each two ounces of syrup. Fluid extract of yerba santa is also employed for the purpose. You might experiment with these two substances.

T. R. T. claims that effervescence takes place in a prescription containing, among several other ingredients, ammonium carbonate and malt extract. These two substances always react when combined with one another, causing the liberation of carbonic acid.

C. C.—Formulas for massage cream have been printed in the BULLETIN over and over again during the last few months, both in this department and in the adjoining department of "The Druggist's Specialties."

L. F. H.—We do not believe anything can be done to rejuvenate your waterproof canvas. A method for rendering cloth waterproof was printed on page 395 of the BULLETIN for last September.

L. P. B.—For what purpose do you intend using the filter mentioned in your query? Do you want a paper or a cloth filter, and for what kind of liquids?









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# BULLETIN OF PHARMACY

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## THE BULLETIN OF PHARMACY

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Box 484, DETROIT, MICH.

All business letters should be addressed:

**PUBLISHER BULLETIN OF PHARMACY,**  
Box 484, DETROIT, MICH.

## EDITORIAL.

### "YOUR OWN REMEDIES."

On another page this month we present a symposium from nine successful men which will be eagerly read by thousands of druggists. The pharmacist's own line of specialties is the subject of discussion; and the experiences which are brought together will be found full of suggestion and practical help.

*General Principles.* It is pointed out by several contributors that one's house must be built upon the rock if it is to endure: his preparations must have real merit: they must be as efficacious as he can possibly make them. Mr. Mittelbach declares that he has spent 15 years in the perfection of some of his formulas. The question of merit settled, Mr. Burke advises that one product be given a good start before another is added to the list; and Mr. Ebert gives it

as the result of twenty-three years of experience, during which he has enjoyed an annual business on his own goods ranging between \$1000 and \$1500, that it is a mistake to have too many preparations. Furthermore, be original; don't imitate; get out something that is peculiarly your own; and then—sell it on its merits and don't practice substitution.

*The Package.* With a single exception the contributors all believe in the saving grace of an attractive dress for one's own remedies. They have found that this has much to do with the first sale in each case: after that the sales are determined by the merit of the preparation itself. Several writers uphold the necessity of using lithographed labels, and one, Mr. Cunningham; suggests the employment of bottles having one's name blown in them. Perhaps half of the contributors use cartons. Mr. Seiberz, however, thinks that, especially with a toilet preparation, a carton is undesirable in that it conceals one of the strong points of the product—its "elegance." Mr. Mittelbach goes further and expresses the opinion that, whatever the preparation, people like to see it and know what they are buying. Mr. Ebert, on the contrary, thinks a wrapped package is neater and more attractive than anything else, and is inclined to the belief that most of the successful "patents" of the market have this style of covering.

*Advertising Methods.* The discussion opens up a wide field of possibility in this aspect of the subject. Nearly all the contributors have used the customary methods of exploitation—window displays, show-case displays, circulars, newspaper advertisements, sampling, and so on. As to window displays, Messrs. Mittelbach and Cooban think them the best single means available; several others speak scarcely less strongly in their praise; only one or two writers are skeptical of their value; Mr. Burke thinks they should be supplemented with other advertising, however, and Mr. Cooban points out that show-case displays are useful at the same time in order that customers may handle the goods and thus have the impression made by the window trim confirmed.

As to other advertising methods, Mr. Ebert has



found the circular, wrapped in packages leaving the counter, of great value; Perry & Perry believe the word of personal recommendation from proprietor or clerk to yield the best returns; Mr. Cooban is eloquent in the praises of a suburban railway table; Messrs. Dorn and Cunningham assert that the policy of "your money back if you want it" breeds a conviction of the worth of one's own goods which little else can; Mr. Seiberz uses a "goldfish plan" and a coupon scheme which are worth investigating; and four or five writers distribute samples of their products, particularly of the toilet preparations, with good results.

*Does it Pay?* Every last contributor is eloquent in his declaration that one's own line of preparations yield large returns—returns in cash, returns in prestige, returns in advertising benefit. Mr. Seiberz says they mean a direct profit of 200 per cent. Mr. Cooban declares that "you get more satisfaction, and better and more permanent results, from this kind of advertising than from any other scheme of publicity." Mr. Dorn asserts that to manufacture a line of your own specialties is to increase the public confidence in your pharmaceutical ability. Mr. Cunningham shrewdly observes that when you develop a trade in your own goods you have created a demand which no one can supply but yourself. That the demand, once created, increases in a very satisfactory manner, is attested by Perry & Perry; and the interesting experience has been enjoyed by Mr. Mittelbach of selling no condition powders or toothache drops except his own for fifteen years!

#### SUICIDAL NEGLIGENCE.

We do not know whether or not all our readers take advantage of the many good illustrations of window displays we are laying before them from month to month. It is our conviction that the great majority of them do, but we have a suspicion that there are some who do not—who either think that the displays cannot be successfully duplicated in one's own window, or that displays are not good advertising anyway. As for the first point let us simply quote from a letter received from T. W. Tackenberg, of Chester, Illinois:

I fixed up my windows according to the illustration and directions for an Easter display made in the BULLETIN, and people came from all over town and said it was the finest thing they had ever seen. A regular show-window dresser passed by, saw the display, stopped in, said his business was window dressing, and declared that our window was as nice as any he had seen in the large cities. I have had similar successes at other times, though not so great.

As for the second point, that window displays are not good advertising, this is an objection which scarcely needs argument for its rebuttal. Every live druggist is by this time convinced that the window is the best, the cheapest, and the most effective advertising medium that he has at his disposal. The man who does not make the best possible use of it is guilty of suicidal negligence!

#### BOARDS OF PHARMACY: LISTEN!

Every member of every board of pharmacy in the country ought to feel a deep interest in the conference of boards which is to be called in early September at the Kansas City meeting of the American Pharmaceutical Association, and as many members ought to attend as can possibly arrange to do so. Two or three abortive attempts have been made in the past to form the boards into a national association, but the time is now ripe and the effort is being made in a systematic and determined manner which deserves success and will doubtless achieve it.

At the Mackinac meeting last year a special committee\* was appointed to call the boards together, and independent action of the same import was taken by the "Conference of Pharmaceutical Faculties." The plan is formally to lay aside an afternoon or an evening on the programme for the board conference, and then to have such additional sessions held later in the week as may be found necessary and desirable. A permanent organization will be formed, officers elected, and work planned for the future; after which such matters will be discussed as the committee brings forward, and such as may develop naturally from the circumstances.

Everybody is agreed that the time has come when a national body of this sort is in urgent demand. We must never forget that the United States, while nominally and theoretically an aggregation of separate and independent governing units, is really and practically one great, single commonwealth. Laws and institutions and conditions should be made as uniform as possible in order that the social machinery may run without friction or mishap. So far as the boards of pharmacy are concerned, there is now a chaotic variety of standard, a wide difference of preliminary requirement, a discouraging discrepancy of examining capacity, and an unfortunate lack of

\*Comprising Mr. Geo. Reimann, of Buffalo, chairman, and Messrs. Geo. W. Voss, of Cleveland; W. L. Cliffe, of Philadelphia; D. F. Jones, of Watertown, S. D.; and Fletcher Howard, of Des Moines, Iowa.



agreement and harmony in the laws themselves. Interstate registration ought to be an accomplished fact before many years, if we are to save pharmacists an annoyance and a hardship which it is unfair to impose upon them; but such an end, though devoutly to be wished, is impracticable until something like uniformity and definiteness have resulted from the chaos and uncertainty which now exist.

We have only hinted at the work which lies awaiting the efforts of a national conference of pharmacy boards. Much more remains to be done—more that is equally important in nature. Give the movement your earnest thought, gentlemen; be ready to co-operate with your brethren; develop a feeling of personal interest and responsibility; and go to Kansas City if you can. It would be a shame—an evidence of criminal indifference—if every board in the country were not represented by at least one member.

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#### THE MACY DECISION.

It may be a little late in the day to discuss the Macy decision—a subject now a couple of months old—but its importance is such that it does not deserve immediate neglect and oblivion. We purposely refrained from expressing any opinion last month because the published fragments of the decision were too incomplete to render a grasp of the situation possible. One or two of our contemporaries unhappily rushed in and drew conclusions which were not less inaccurate than they were startling.

A word first concerning the history of the case: It will be remembered that R. H. Macy & Co., the department store proprietors of New York, brought suit in the New York courts against the American Publishers' Association for refusing to supply them with books unless they adhered to the printed retail price in selling them. The lower court decided against the complainants, but the Appellate Division of the Supreme Court reversed the decision, and this reversal has now been sustained by the Court of Appeals. The interest of the drug trade in the decision arises from the fact that the publishers' plan of correcting the cut-rate situation in books is practically identical with the proprietors' plan of correcting the cut-price situation in patent medicines. Any court decision which bears upon the one bears inferentially upon the other; and at first it was thought that the recent decision, holding the publishers' plan to be illegal, would likewise condemn the tripartite plan.

But in one vital respect the Macy case differed from any case that might be brought under the tripartite plan, and for this reason the decision does not affect the patent-medicine situation. The books involved were uncopyrighted books, and the publishers had no such special and peculiar rights in them as the proprietor possesses in remedies bearing a patent, trade-mark, or copyright. Having no such rights, enjoying no power of control over their goods once they had sold them, they were acting illegally when they endeavored to prevent a free competition in the retail price of the books: this is the essence and purport of the Macy decision, and this is why no precedent has been established which will militate against the success of the tripartite plan so long as that plan is restricted to patent medicines or other articles protected by trade-mark or copyright.

The very court from which the Macy decision emanated a couple of months ago handed down an opinion in the famous Park case last year in which it was declared that "the goods are covered by patent rights or trade-marks, which give the proprietors the exclusive right of specifying prices at which the articles shall be sold [at retail], and, following this, the right also to require dealers to maintain the prices specified." In one or two other cases the same opinion has been rendered, and thus the principle has become pretty firmly established that the manufacturer of a patented, trade-marked, or copyrighted article has the right to declare and maintain the conditions under which his goods shall be sold.

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The Editors of the BULLETIN would like to receive good photographs of novel and trade-bringing window displays, and are willing to pay \$5.00 cash for them on acceptance. In order to bring this price, the photographs must be at least 5 by 7 inches in size; they must be clear and capable of reproduction into successful engravings; and the displays themselves must be meritorious. We can use practically an unlimited number of photographs if they conform to these requirements.

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The annual meeting of the Indiana Pharmaceutical Association will be held this year at Fort Wayne on the 1st and 2d of June. It is believed that this will be one of the banner meetings of the society, and a large attendance is desired and expected.



## THE OBSERVER'S COLUMN.

The Observer has had his full quota of experience behind the counter, both as clerk and proprietor. As a salesman he has committed many sins against Expediency and Wisdom; he has often left undone the things he should have done, and done those things he should have left undone; but there is one offense which does not lie opposite his name on the blotter. He has never been guilty of that fulsome, that unforgivable, that egotistic crime of constantly harping on the First Person Singular in selling goods.

There is some excuse (though the Observer thinks very little) for a proprietor who acquires this habit, but there is absolutely none for the clerk. You walk up to a four-dollar-a-week saleswoman (or saleslady as she insists on being called) in a department store, ask to see the stock of lamp globes, and ten to one she'll say: "These are all *I* have today." And then she will add: "I ordered some other styles a week ago, but they haven't come in yet." And when you leave she remarks (icily): "I am sorry my stock doesn't please you, but you won't find any better variety than mine in town."

*I—I—I—Great Cæsar's ghost!* Isn't it enough to uncork every vial of scorn in your breast? Doesn't it tempt you almost beyond restraint to tell the creature that she doesn't own the store, that she wouldn't own it in a thousand millenniums, that, even if she did, so fulsome a use of the first person singular would be in exceeding bad taste, that an occasional use of the commendable word "*We*" might at least occasionally be indulged in, and that she had better set herself diligently to studying the Gentle Art of Modesty and Seemliness?

But angered as the Observer gets sometimes, he wouldn't vent his choler in this place and on this occasion if the vicious practice were not indulged in by many drug clerks. Only last evening he walked into a pharmacy down town after a bunch of quill toothpicks. The clerk was neatly dressed, had a pleasing appearance, and made a favorable impression on the Observer at the start. But he opened his mouth and the illusion was destroyed. "No, *I* haven't any to-night. *I* am all out."

The Observer walked out of the store in disgust.

Mr. Cyrus Walbridge, of St. Louis, has been mentioned as a Republican candidate for the vice-presidency.

## THE MONTH.

### PHARMACEUTICAL POLITICS.

The Parker boom for the presidency, the opposition of Wall Street to Mr. Roosevelt's candidacy, and other matters of commonplace political import have sunk into insignificance in the minds of the pharmacists of Greater New York. They have a political contest of their own on hand. There will be two vacancies in the Eastern Branch of the State Board of Pharmacy in June; and some time during that month an election will be held, for which many preparations are already being made. It is thought that Mr. Charles Erb, appointed by the president of the board to fill a vacancy caused by the resignation of Mr. Faber during the year, will be elected formally in June without much, if any, opposition. But the other office is being contested for with a vigor which throws the Roosevelt-Parker tourney into the shade. Messrs. Anderson, Tuthill, and Kahn are mentioned as candidates, but they are all opposed by the east side druggists for the reason that they are connected with the colleges. The east side people, voicing their protest through the New York Retail Druggists' Association, insist that no man on the board should have any connection with a teaching institution, and that this practice, followed so often in the past, should be abandoned. Thus they have framed one of the "issues" of the campaign. [Since the foregoing was written, President Brundage has resigned, which means one more vacancy to fill in June.]

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### UNPROVED CHARGES.

Meanwhile it may be noted that charges have been brought from time to time against the Eastern Branch of the New York Board that favoritism has been shown to the candidates of certain colleges, and even that examination questions have been passed out in advance. It is only fair to say, however, that these rumors, though frequently circulated, have never been substantiated, and so far as we can learn, have never been believed. Apparently the Eastern Branch has simply been made a target for the defamation which political conditions never fail to develop. In this connection it is appropriate to quote some stirring words uttered in the April issue of the *Midland Druggist* by Editor Ogier:

If boards of pharmacy as a general thing are "unfortunately subject to undue political influence in the matter



of guaranteeing results" [referring to a remark made by a member of the Eastern Branch in protest against the charges which had been brought against the board], then it is time that such an unsavory condition was generally known and measures taken either to relieve them from political pressure of this sort or abolish them. Whenever it comes to pass that laws embodying such provisions as pharmacy laws are subject to the barter of the political market places, and candidates are passed because some of their friends have a pull and not because of their qualifications for the exercise of their professional duties, then the entire system becomes a politico-pharmaceutical ointment pot which sends forth "a stinking savor" into the nostrils of all decent citizens, and the sooner the pot is emptied and disinfected the better for the people and the pharmacists.

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#### POLITICS IN CHICAGO.

Before we leave the subject of pharmaceutical politics, it is interesting to note that Chicago is a pretty close second to Greater New York in its political atmosphere. Just now, for instance, deep interest is felt in the selection of a secretary to the State Board of Pharmacy. The secretary of the board, contrary to the usual rule, is not a member of the body, and need not necessarily be a pharmacist. The office pays, we believe, about \$2000 per annum—possibly more; and many long-eyes are usually turned towards it. The man who has held the office for several years resigned it recently to accept a bigger one, and a temporary appointment was made by the board to please the governor. The question of a permanent appointment now arises, and the druggists are quite naturally strenuous in the belief that the office should go to a druggist, since it is the druggists of the State who have to stand the entire expense of the board, and undergo also the costs involved in the enforcement of the law. Mr. Wilhelm Bodemann, at present a member of the board, Mr. John Straw, and Mr. T. H. Patterson, all of Chicago, together with several other men throughout the State, not to mention the temporary incumbent, Mr. F. C. Dodds, have been mentioned for the place; but sentiment seems to be concentrating on Mr. Patterson. He is a well-known druggist in the city, and it is declared that his election "would be universally satisfactory."

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#### PREREQUISITE BILL SUCCESSFUL

The prerequisite measure in New York, making graduation in pharmacy compulsory as a preliminary to the State board examination, has passed both houses of the legislature, and will doubtless be signed by the governor ere this number of the

BULLETIN reaches its readers. This marks a long step in advance, and really ushers in a new era in pharmacy. The first rung of the ladder leading towards a higher educational standard has been reached; the start has been made; and progress will now be achieved more swiftly. For at least twenty-five years this consummation has been held up as one most devoutly to be wished, but it is not until the present that the advance has proved practicable and possible. Minnesota is really under promise to enact a similar statute, and other progressive States will doubtless soon follow the lead. It is not too much to expect that ultimately pharmacy will take rank professionally next to medicine: it is to be remembered that in medicine a diploma was only made compulsory about thirty or thirty-five years ago, and that approximately only half of the States have even yet taken this stand. The New York measure provides for an equipment of general education equivalent to twelve regents' counts—a standard which is purposely made low at the beginning, but which it is expected will be increased from time to time.

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#### TWO NEW ANTI-NARCOTIC LAWS.

Two of the three anti-narcotic measures which have been pending in State legislatures have fortunately become law—the Virginia and Maryland bills. The New York measure failed of success and died in committee. We have not been able to learn anything definitely concerning the character of the Virginia law. Neither do we know much about the Maryland act. It was reported some weeks ago that the latter was an adaptation of the Beal specimen measure approved provisionally by the American Pharmaceutical Association last year, but the newspaper and other accounts are so conflicting that we are not in position to make this statement positively. It is certainly to be hoped that the Beal draft was the one employed. This represents the best wisdom of the hour on the subject, and should generally be used, not for its virtues alone, but because the laws enacted in the various States should be as nearly uniform as possible. Last year anti-narcotic or anti-cocaine measures were passed in Georgia, Pennsylvania, Texas, and Illinois. Previously to that several more or less effective laws had been enacted in other States. Virginia and Maryland are now added to the list; and let us hope that the States which have yet done nothing will be brought to a stern realization of their duty.



**OUR  
PATENT LAWS.**

The N. A. R. D. has labored diligently to bring about the success of the Mann bill before Congress—the measure amending the patent and trademark laws as they apply to medicinal agents. The House Committee on Patents gave an extended hearing last month to a large delegation of prominent representatives of the various branches of the drug trade. Among those present were B. E. Pritchard, President of the N. A. R. D.; S. L. Hilton, Vice-President; John G. Beck, Chairman of the Committee on National Legislation; John C. Gallagher, Chairman of the Committee on Patents and Trademarks; M. N. Kline, the accredited representative of the N. W. D. A.; Prof. J. P. Remington, of the Philadelphia College of Pharmacy; and W. L. Cliffe, representing the Pennsylvania Pharmaceutical Association. It will be remembered that the Mann bill provides chiefly for two changes in the prevailing statutes: first, that no patent shall be granted to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States; and second, that patents shall not be granted upon the products themselves, but only upon the process of manufacture. Chairman Currier declared that the House Committee was in sympathy with the first amendment, but desired further light concerning the merits of the second. That the first amendment will be successful at the next session of Congress seems more than probable; there is greater doubt about the second.

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**THE PHENACETINE  
EXPLOITATION.**

The heavy guns of the drug trade are chiefly concentrated, however, upon the evil attacked in the first provision of the Mann bill. It has long been a grievance of American druggists that foreign manufacturers of synthetics are able to come over here and exploit the American public to the limit. That our laws permit them to sell a product in this country for five or six times the price which they are able to secure in their own land is sufficient evidence in itself that a rank injustice is being perpetrated which cannot be brought to a full stop any too soon. The phenacetine hold-up was scathingly denounced by Mr. Cliffe at the hearing; and Professor Remington developed the theme further:

Is it not thoroughly un-American that we should sit down here and permit a company over in Germany [the *Farbenfabriken of Elberfeld Co.*] and its representatives to tie the product up here in this country by putting it in the hands of one gentleman, as they did for a while, and prosecuting any

druggist who dared to sell phenacetine that he bought for fifteen cents an ounce—prosecuting them for that, and demanding a dollar, when no other country in the world asks such an infamous price—three or four hundred per cent. more than any other country? That is why we are here: not to stifle invention, but to limit it in such a way that extortions cannot be practiced here.

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**THE FUN IN  
INDIANAPOLIS.**

An interesting, not to say dramatic, situation has arisen in Indianapolis. A cut-rate war of the fiercest stripe is in progress. A month or two ago, when a minimum price schedule was adopted and put into effect, six cutters declared themselves out and began an attack on what they were pleased to call "the drug trust." They began slashing prices right and left. The proprietors became interested, found they could do nothing with the cutters through acts of diplomacy, and so evolved a scheme of fighting the devil with fire. They sent an agent to Indianapolis, and they are now shipping goods to him for distribution to the members of the local association. The latter sell the goods at the prices dictated by the proprietors, and the proprietors pocket the loss. It remains to be seen how long the cutters can stand it! Meanwhile the people of Indianapolis are having the time of their lives, and they are buying patent medicines at prices so cheap that they can scarcely afford to remain well and do without them. *Peruna* is selling for 50 cents; *Swamp Root* for 27 and 54 cents; *Pinkham's Compound* for 59 cents; *Laxative Bromo Quinine* for 8 cents; and so on down the list.

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**MORE SUCCESS  
FOR THE  
PROPRIETORS.**

It is understood that the proprietors behind this movement at Indianapolis are the fourteen manufacturers who make up the "Washington Promise Committee"—the committee that is endeavoring to bring about an amelioration in the cut-rate situation throughout the country. In this connection it is of importance that members of the committee have recently achieved decided triumphs in Omaha and Boston. In the former city a schedule has been put into effect providing for prices of 23, 43 and 79 cents on all goods with a few exceptions. Moreover, the newspapers have contracted with the manufacturers not to print advertisements quoting prices below the recognized schedule. In Boston the question of renewing the local price schedule for another year came up recently, and the proprietors were on hand to insist



that some advance in prices be made. After some difficulty with a few refractory dealers, the advance was satisfactorily accomplished. The figures are still rather low compared with full prices, but it is to be observed that Rome was not built in a day. The "Washington Promise" proprietors are working in Buffalo, New York, and Chicago, and hope to be able to announce definite results in these cities in the near future. In St. Louis, the local druggists' association has recently succeeded in establishing a new and improved schedule providing for prices of 20, 42 and 83 cents on all tripartite goods with a few exceptions.

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#### THE N. A. R. D. STAFF.

A recent number of the "N. A. R. D. Notes" has a very interesting article describing the work of the national secretary's office, and giving the personnel of the executive staff. The latter is set forth as follows:

Thos. V. Wooten, secretary; L. T. Lake, assistant secretary; Dr. Jos. R. Noel, general organizer; Charles M. Carr, director Department of Publicity; Jos. W. Errant, general attorney; J. D. Louderback, correspondent; Emma L. Messenbrink, bookkeeper and cashier; Elizabeth Shade and Alice M. Leech, stenographers and office assistants; Irene Van Duyne, office assistant.

It is stated that the National Association "now has leases on three suites containing eleven rooms in one of the up-to-date skyscrapers of Chicago." From all of this data it appears evident that the N. A. R. D. is equipped as it has never been equipped before to do admirable and effective work in the various lines of its activity. It has perfected a machinery which augurs well for the future. Incidentally, while speaking of the N. A. R. D., it is of interest to note that J. A. Lockie has been appointed a member of the Executive Committee to serve out the unexpired term of Robert K. Smither, resigned. Mr. Lockie is first vice-president of the New York State Association, "and one of the big men in the trade of the Empire State."

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#### THE GREENE NERVURA FAILURE.

The N. A. R. D. Notes dwells at considerable length on the failure of the Greene Nervura Co. The Greene people had been acting contrary to the interests of the National Association for some time, and it was only two or three weeks before the failure that a scathing article of denunciation appeared in the "N. A. R. D. Notes." The "Notes" now quotes with approval the opinion of the presi-

dent of one of the State associations that "While any failure to succeed is to be deplored, in this case the concern is alone to blame for its misfortune." And the "Notes" goes on to remark:

We will venture to say that had the Boston concern "snuggled up close" to the legitimate retail trade, instead of playing lovey-dovey with the cutter element, they would still be doing business at the old stand and making money. But the price-maintaining element have a happy faculty of standing by those manufacturers who stand by them and of whistling "Good-Bye, Mary Ann, I Have Ceased to Love You" to the concerns that flirt with the big cutter as though he were the only swell in town.

The liabilities of the Greene Nervura Co. are above \$300,000, and the assets are said to be only "nominal."

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#### CARBOLIC ACID ON PRESCRIPTION ONLY!

An ordinance covering the sale of carbolic acid has recently been enacted in the city of Chicago. As first introduced into the common council, the measure was decidedly inimical to the interests of druggists, and the C. R. D. A. succeeded in having it amended. Carbolic acid may not now be sold by the druggist except upon the prescription of a resident physician, and a prescription may not be repeated, and may not even be filled originally unless presented on the day it was written. This rule, however, does not apply if a solution of less than 5 per cent strength is involved; if the pure acid, although present in any strength, is mixed with equal parts of glycerin and alcohol; or if crude carbolic acid is sold (presumably for disinfecting or insecticide purposes) in quantities of more than one gallon at a time. All prescriptions must be kept on file and open to the inspection of the police or other constituted authorities for at least three years. This rather radical ordinance was inspired by the frequency with which carbolic acid is used in Chicago for suicidal purposes; and quite as severe restrictions are thrown around the sale of the substance as the drug trade is anxious to secure in the case of cocaine, morphine, *et al*.

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#### TELEPHONE PHILOSOPHY.

A characteristically pungent letter from Mr. Bodemann describing the telephone situation in Chicago has been appearing in many of the drug journals during recent weeks, and has elicited considerable interest in the subject. Reports from several cities make the fact clear that the slot 'phone is a good friend of the druggist. It converts



the telephone from a source of considerable expense to an avenue of considerable profit. Instead of paying from \$100 to \$150 a year for the rental of an instrument, the druggist makes anywhere from \$50 to \$200. Moreover, he is relieved of that large class of unutterable bores which throng about a free telephone like a lot of hungry flies about a cup of molasses. It seems to be quite generally believed, also, that it is better to stick to one telephone company than to utilize two systems. This phase of the subject arises every once in a while in the different cities. The druggists of Chicago are just now considering the advisability of accepting the service of a second company. Providence reports that the slot 'phones are used in nearly every drug store in the city with complete satisfaction. Pittsburgh suffers the inconvenience of using the services of two companies, but makes the evil as light as possible by the use also of the slot system.

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#### THE DRUGGIST'S RESPONSIBILITY.

An interesting decision has just been handed down by the Appellate Division of the Supreme Court in New York. A clerk in a drug store had been distinctly cautioned by the proprietor not to sell liquor without a prescription; he violated the order; the proprietor was arrested by the State Commissioner of Excise; and the lower court sustained the druggist's contention that he was not responsible for the act of his clerk when the latter had clearly acted contrary to his express commands. The BULLETIN commented upon this decision at the time, and expressed its satisfaction that druggists, at least in New York, would thereafter not be held responsible for the acts of their clerks to the extent which had previously been thought the case. Shortly afterwards, however, the decision was reversed on the appeal of the Excise Commissioner, and the reversal is now sustained by the Appellate Division of the Supreme Court. The druggist is held responsible for the acts of his clerks during his absence, even though those acts be contrary to the instructions of the employer.

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#### WILL IT HURT DRUGGISTS?

Opinion in the drug trade seems to be divided on the desirability of the parcels post bill now before Congress. The N. A. R. D. has arrayed itself in strong hostility to the measure on the ground that it would increase the business of the mail order houses and remove considerable trade from local

merchants of all kinds, including druggists. Among the drug journals, the *Pharmaceutical Era* coincides with this view, but the *Midland Druggist* and the *Western Druggist* are inclined to believe that the objection savors of hypercriticism, and is unwarranted in probability. Indeed, the latter journals both declare that a parcels post system would benefit the druggist rather than otherwise. It would enable him to lessen his stock of many articles, and to get goods by mail promptly as they are needed; it would put him in position, moreover, to sell many things which he need not carry in stock at all. Perhaps the question is as broad as it is long!

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M. Noll, the member for Kansas of the Committee on Membership of the American Pharmaceutical Association, is making heroic efforts to bring as many Kansas druggists as possible into the fold during the present season. As everybody knows, the A. Ph. A. meets this year in Kansas City, Mo.—a city which narrowly escaped being a Kansas possession; and Mr. Noll properly believes that the druggists of his State ought to turn out in large numbers at the September convention. May his efforts result in success!

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#### FRATERNITY NEWS.

The Phi Chi fraternity apparently has flourishing chapters in a number of the colleges of pharmacy. We observe that successful annual banquets have recently been held in several cities, notably by the Eta Chapter of the Boston College of Pharmacy, the Epsilon Chapter of the Philadelphia College, and the Beta Chapter of the Northwestern School of Pharmacy in Chicago. Members of the faculty were present in each instance; lively toasts were given, and a good time generally was enjoyed.

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The Chicago Retail Druggists' Association, at its annual meeting last month, passed resolutions requesting the Committee of Revision of the U. S. P. to publish formulas and doses in both the common and the metric systems of weight and measure in the forthcoming revision.

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The anti-trading stamp bills before the Maryland and New York legislatures have been enacted into law. At this writing the Ohio measure is still pending.



## YOUR OWN REMEDIES.

**Nine Successful Druggists Tell what Specialties They Make, which of Them Have Proved the Best Sellers, and what Methods of Advertising Have Yielded the Largest Returns—A Symposium Replete with Practical Hints and Useful Ideas.**

The druggist who is working out his destiny satisfactorily is the druggist who sells a number of specialties under his own label and "pushes" them with all the vigor and resources at his command. It was from a realization of this truth that we asked nine men who had been eminently successful in creating a demand for their own goods to give the readers of the BULLETIN the benefit of their experience. Answers were solicited to the following questions: (1) What specialties do you make and which of them have proved the best sellers? (2) Do you put them up in cartons, and do you consider the attractiveness of the package an important point in working up a sale on the goods? (3) What methods of advertising do you employ, and which particular method or methods have you found to yield the best results? (4) Does it pay to spend time and money in creating a demand for the products of your own label? The replies follow in the order in which they were received, and they will be seen to abound in practical suggestions of the most helpful nature.—THE EDITORS.

### B. S. COOBAN & CO.,

63d Street and Normal Avenue, Chicago, Ill.

We have a list of thirty or more specialties that we have pushed at times, and this comprises something for all seasons and uses. Our Wine of Gaduol

Compound and Dyspeptic Cure are the two greatest sellers, because these two are sold to dealers and advertised outside of our own locality. Aside from these, Cooling Cream and our Cough Remedy are the leaders.

We consider the dress the most important part in making the first sale of a product; after that we depend on merit.

We use cartons to some extent. We believe in making the package attractive and as presentable as possible on the ground that first impressions are the same with medicines and toilet articles as with people. We use lithographed labels—nothing flashy, but simply plain black and white. With our toilet articles we make the package as dainty as possible.

In pushing our remedies we use quite a variety of advertising—a suburban railway time table, booklets, counter circulars, and window displays. Our

windows we place a great deal of dependence upon. The Cooling Cream we push by means of samples, accompanied with a circular detailing its advantages, uses and directions. We put out five gross of samples this season, and our sales have averaged over a gross a month. In December and January we ran a little over two gross each month. Our Syrup White Pine and Tar sells in about the same quantities. Our window displays have yielded excellent results—there is no doubt about it. We make displays, too, of our goods on the show-cases, and in connection with these we always use small signs—such, for instance, as the following: "*Cooling Cream for Chaps, 20 Cents.*" Customers read these signs when they are waiting, and many a sale is made in this way.

It certainly does pay to spend time and money in creating a demand for your own specialties—always providing they have merit. You get more profit, more satisfaction, and better and more permanent results from this line of advertising than you do from any other scheme of publicity involving the same amount of expense. We are able to say this as the result of many years of experience. We frequently have orders by mail for our preparations from people who have moved away to other States.

We believe, moreover, that this business will prove a great counter-irritant to the patent medicine problem. We do not substitute; neither do we make the "just as good" plea, but we know what our preparations will do, and we back our faith on them with a



MR. COOBAN.



guarantee. It is very rarely that a sale does not make a satisfactory customer and a permanent friend of the store.

### JOHN J. SEIBERZ,

Story Avenue and Webster Street, Louisville, Ky.

I make six specialties: Something for a Cold (tablets), Seiberz's Cough Syrup, Roberts's Pearl Cream, Roberts's Magic Headache Powders, Seiberz's Pepto-Manganate of Iron and Sarsaparilla Tablets, Seiberz's Tasteless Cod Liver Oil, and Throat Pastilles. The latter preparation is made by Parke, Davis & Co. My best sellers in the list have been the Cough Syrup and the Pearl Cream; of the former I had sold up to March 1 of this year 24 dozen, and of the latter 20 dozen. Next to these I sell more Headache Powders than anything else. I give two powders for 5 cents, and dispose of very little in the way of headache remedies except my own preparation.

I do not put my remedies up in cartons. I use two-ounce tall Blakes for the Cough Syrup. The Pearl Cream is put up in two-ounce n. m. Blakes. It is better, I think, to use no carton on a preparation of this kind because it would conceal the elegance of the preparation—a feature which people look for in a skin lotion. Yes, I think the label and the package have a great deal to do with the selling of the goods; still, on the other hand, if the preparation is all right, the people will buy it. My own Cough Syrup is put up plainly, but it sells on its merits.

My best methods of introducing my own remedies are the goldfish and the coupon plans. When I put out my first remedy two years ago—the Pearl Cream—I had circulars printed promising to give two goldfish and a globe free with each 25-cent bottle. This was rather expensive advertising, the whole outfit costing me about 26 cents, but I always disposed of a box of fish food with each sale so that I was netted a profit of about 5 cents on the entire transaction. I gave six dozen of the fish away in six days, and during the season about twenty-four dozen. The next season I cut the price of the Cream to 15 cents a bottle, two for 25 cents, so as to bring it within the reach of people who were accustomed to using glycerin and the like.

This year I decided that I must make my cough syrup sell in some way, and I tried the goldfish plan with it. It was a success. Of course I talk my own preparations to people whenever the opportunity offers, and sample the cream in two-drachm homeo-

pathic vials. I get out a circular or booklet in the spring advertising the Peptonate of Iron Tablets, and I attach a coupon thereto which is good for 15 cents on the sale. This always brings good returns.

Yes, window displays always pay. No man can say they do not, but in order to make them profitable the druggist must give them thought and time, and not sit by and wait for the windows to trim themselves.

Does it pay to create a demand for your own products? I should say yes most emphatically. My own Cough Syrup costs me (of course I am not figuring in my time, but I might as well do this work as to keep the chairs warm) about \$1.00 a dozen complete, including corks, labels, bottles, and everything else. This means about 200 per cent profit. Does this pay? The Cream costs me 50 cents a dozen and sells at 15 cents, or two for a quarter. This also nets 200 per cent profit. The Iron Tablets cost me 18 cents a bottle and retail for 50 cents. If this doesn't pay, what does?

### ANDREW R. CUNNINGHAM,

264 Jos. Campau Ave., Detroit, Mich.

Our line consists of Cunningham's Cough Balsam, Laxative Cold Cure, Cucumber Cream, Cunningham's Headache Powders, Cunningham's Corn Cure, Diamond Tooth Powder, Marx Liver Pills, Furniture Polish, and Plasters. The Cough Balsam is our biggest seller, with the Headache Powders a close second. The Cough Balsam is the only one on which we use a carton. In my opinion the appearance of a package has much to do with the success of the article. We also find it advisable to have the name of the preparation blown in the bottle. This is a permanent advertisement and gives the package a more dignified appearance; and where one buys in quantities such bottles cost no more than unlettered ware.

The advertising of one's specialties is a serious problem, and I don't know that I can say where we get our best results. We have used booklets, samples, and of course our little store paper, "Cunningham's Bulletin," always has eight or ten advertisements of our specialties. I am inclined to think, however, that "Your money back if you want it" has been our greatest help in selling our own goods. We sell anything we put up with the distinct understanding that, if it does no good, we will refund the money, and then—we do it. We don't talk, argue



or question, but simply go to the register and get the money. While refunding it we remark that we are sorry the product did not help, and if the occasion presents itself, we try to find out where the trouble lies. In almost every case the customer will say: "Well, perhaps I didn't give it a fair trial. I guess I will try another bottle."

Window displays of our own goods have seldom shown any very great results; still, they create an impression and undoubtedly influence sales. We have found that displays inside the store will produce quicker results than window displays. These inside displays are looked after by the junior clerk and are changed every week.

Yes, it pays in more ways than one to put up your own preparations. There is a great deal of satisfaction in selling goods that you *know* are right. Then, of course, one makes the manufacturer's, jobber's, and retailer's profits on his own goods; and, best of all, his is the only store where they can be bought, and that is a big thing when the public get acquainted with your goods.

#### PERRY & PERRY,

Sterling, Illinois.

Our own preparations comprise Kamnia Kapsules, Compound Tar Syrup, Sure Corn Cure, Toothache Remedy, Pectoral Syrup, Cough Balsam, Grandma's Saler (something like Trask's ointment), Condition Powders, and Lily Cream for the hands. The foregoing remedies are all put up by ourselves; in addition, we have the following prepared for us under our own label: Perry's Digestive Tablets, Perry's Cascara Tablets, Bronchial Lozenges, Carbo-lic Salve, and Witch Hazel Ointment. Cascara Tablets we sell not only in boxes, but in bulk also.

No, we do not consider the style of package very important in working up a sale on your own specialties.

As for advertising methods, we use space in the daily papers and we distribute free samples. We make window displays also, but do not think they equal the personal indorsement and recommendation that proprietors and clerks can give a remedy. The latter method, we may say, has yielded the best results in our experience.

We are certainly of the opinion that it *does* pay to spend time and trouble in creating a demand for goods under your own label. The trade, once established, continues and enlarges in a very satisfactory

manner. We have kept no figures of the sales of our own specialties, but we easily dispose of \$300.00 worth of them a year.

#### DAVID R. DORN,

Cooperstown, New York.

I put up the following preparations under my own label: Dorn's Condition Powders, Dorn's Toilet Lotion; Beef, Iron and Wine; Rose Cold Cream, Quick Corn Cure, Dorn's Compound Syrup of Hypophosphites, Dorn's Extract of Sarsaparilla Compound, and Superior Tooth Powder. In addition, the following products are put up for me under my own label by Parke, Davis & Co.: Syrup of White Pine, Syrup of White Pine Compound, Syrup of White Pine and Tar, and Improved Bronchial Lozenges. The best sellers in the entire list are the Toilet Lotion, the Cold Cream, the Corn Cure and the Syrup of White Pine Compound.

Some of my specialties are enclosed in cartons, and some are not. The attractiveness of the package certainly has much to do with the sale of the goods. Especially is this true of the label; and I have found it desirable to use lithographed labels for the most part. Indeed, perhaps nothing tends to make a better impression upon a prospective customer for your own products than a neat appearance.

In pushing my own preparations, I use newspaper space, window trims, and show-case displays. The latter I have found very useful; they afford the customer a chance to handle the article and see it for himself. I always guarantee the product, and invariably declare that the money will be gladly



MR. DORN.



returned if the article is not what it is represented to be. Another plan I follow is this: when I am wrapping up a bottle of some patent cream which a customer has called for, I casually call his attention to my own Toilet Lotion, and say to him that at some other time I should like to have him try it under my guarantee. I find that I make a good many sales by this method. I cannot say that window displays have ever been a howling success with my own preparations, although this is probably due to the fact that I have never spent much time over them.

The druggist's own specialties not only bring profit into his till, but they very materially increase the public confidence in his pharmaceutical ability.

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**W. H. BURKE,**

187 Woodward Avenue, Detroit, Mich.

The Central Drug Co. makes about 50 specialties and pushes them in all of its four stores in Detroit. "Mel-or-ine," a toilet preparation for the hands, is the best seller in the list. The others are too numerous to mention.

Some of our preparations are put up in cartons and others are not. Most assuredly the appearance of the label, container, etc., have a very marked influence on the sale, particularly with toilet preparations. "The apparel oft proclaims the man" goes here.

The advertising methods we have used to the best advantage are the distribution of samples and the publication of circulars or booklets. We have also used the newspapers, theater programmes, street cars, and our own windows. The show window of course is splendid advertising space, but by itself will not effect the sale of many specialties without supplementary advertising. The public must have printed information or verbal explanation before they know what a given specialty is and what it is used for.

"Does it pay to spend time and trouble in creating a demand for the products of your own label?" I do not think there is so good an opportunity to advertise a drug store in any other way as through one's own specialties. The first thing to have is a formula that you know is all right for the purpose intended; the next thing is to put it up as attractively as possible; and then if you make only a part of the effort that the large manufacturers are required to put forth, you will find your attempt crowned with success. It is not advisable to start more than one

thing at a time. After No. 1 has been nicely inaugurated, it will be time enough to get out No. 2. Do not think that a satisfactory sale can be maintained without continuous advertising. There is a terrible strife for recognition on the part of thousands of proprietary preparations, and the one that loses its voice is soon forgotten. Our efforts on Mel-or-ine have resulted in a daily sale of fifty bottles. This means that that number of people come to our stores every day after this one preparation.

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**WM. MITTELBACH,**

Boonville, Mo.

I have for years paid particular attention to my own specialties. The following is a list of the products I am putting up now, so arranged as to show my best sellers: Liver Pills; Cough Syrup; Headache Powders; Corn Cure (Liquid); Toothache Drops; Condition Powders; Tooth Powder; Witch Hazel Cream; Tooth Wash; Corn Salve; Electric Liniment; Headache Tablets; Furniture Polish; Blood Remedy; Hair Tonic; Indian Tonic Bitters. The Liver Pills I have put up for me in small glass vials at a cost of about \$6.00 per gross. All the others I compound myself. I pay particular attention to the quality of a preparation, spending years on some of the formulas before I am satisfied to accept them. In selling a headache remedy I push the powder because it is quicker in its action and brings a better profit than a tablet.

I don't use cartons for any of my specialties, but pay particular attention to have a nice vial or container, good corks, and neat labels. I believe this is better than enclosing the package in a carton. Many people seem better pleased with a specialty, and more ready to purchase it, when they can see the contents of the package.

My methods of advertising the goods are to display them conspicuously in my store, occasionally make a clean, well arranged window trim, and call the attention of the public to them through the local newspapers. Let me give this suggestion: Always push them on occasions where nothing specific is called for and where your patron depends on you for advice. Your own interest in the line exhibited in this way is the very best means of advertising. The goods, having proper merit, will sell themselves when once introduced. Window displays are probably the best means of drawing the attention of people to your store. Window advertising must, however, be done in a systematic and scientific manner.



This feature of the drug business—selling one's own remedies—is the most interesting part to me for several reasons. It means a very small outlay of money, presents an opportunity for developing individuality and securing a large percentage of profit, and keeps one's clerks employed during dull hours. It certainly pays. To give a striking example, I haven't sold any other condition powders and toothache drops but those of my own make for more than 15 years!

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**JOHN F. PATTON,**

York, Pa.

In answer to your inquiry regarding my own preparations I would say that my list now comprises about 67 articles. Unless the future develops

some new diseases I judge I have nearly reached the limit! My largest sales are on a hair preparation, a baby syrup, and liver pills.

I am more concerned about the quality of the goods than the style of package, although a neat package is not to be despised. I use cartons for some packages, and for others I employ transparent parchment



MR. PATTON.

paper. In the matter of advertising I use the daily papers—a liberal space with weekly changes—but I have found that samples given to applicants who want some remedy for a specific disorder yield the most positive results. I have never paid much attention to window displays, never quote prices on my preparations, and never appeal to the spirit of cupidity. The seekers after cheap medicines are not encouraged.

The pharmacist who aims to serve the people to the best of his ability is the one who prepares the greatest number of the best remedies; and as to his compensation, that is determined wholly by the measure of service he renders. The sure basis of prosperity for the retail druggist lies in his ability to produce in his own laboratory all the remedies for which there is any demand.

**ALBERT E. EBERT,**

426 State St., Chicago, Ill.

During the last 23 years we have made no less than 63 distinctive preparations; of those of this number which have stood the test, and which have found favor with the public so that there is a profitable demand for them, there are about a dozen, chief among them being a blood tonic, a worm syrup, a cough mixture, a diuretic tea, a cathartic pill, a pile remedy, a liniment, and a skin lotion. The cough mixture, the Midway Tea and the cathartic pill are our best sellers. The cathartic pill is the official pill uncoated, and we make and sell several thousand pills each month (3 pills for a nickel, 7 for a dime, or 24 for 25 cents). The gelatin or sugar-coated compound cathartic pills which we buy and keep in stock we have but little demand for, and our explanation is that the uncoated pills, being always fresh and easily dissolved by the stomach, are more effective in their action, and for this reason preferred by those who have used them.

We put up the Midway Tea and the cough mixture in cartons. The other preparations we wrap, and I believe that a wrapped package is more attractive in appearance and therefore a better seller than a carton. My impression also is that the most popular and best sellers among the "patents" are those that are wrapped.

Our method of advertising and pushing the goods has been by means of a briefly worded circular, which we enclose in the packages when we wrap them for delivery. We also find that the exhibit of the preparations in the window creates a demand and sale for the goods, and we constantly make use of the window in making a liberal display of some one product at a time.

By an accurate account that we have kept of the sale of our specialties, I find they have added to the receipts of our store from \$1000 to \$1500 a year, and I am satisfied that our efforts in this direction have been amply repaid. From our past experience we gather the following: First, that it is a mistake to put up too many articles. Second, don't follow or imitate somebody else, *but be original*; if you cannot be original in the preparation itself, then let it be in the style of the package, the printing or the wording of the recommendations and directions. Get out something distinctive that you have created yourself—something that belongs to you and not to anybody else. It will surely be a winner.



## A PRESCRIPTION PHARMACY.

**A Visit to the Unique Establishment of Mr. E. von Hermann in Chicago—It is Located in a Building Occupied by 255 Physicians and Dentists—Incidentally a Trip is Made Through the Building Itself.**

By HARRY B. MASON.

If you want to see pharmacy practiced as a profession; if you want to have the dreams of your college period given actual form and substance—then visit the pharmacy of E. von Hermann on the second floor of the Reliance Building in Chicago. A prescription pharmacy this is—a prescription pharmacy pure and simple.

Would you care to take a trip to Herr von Hermann's interesting and even delightful retreat? Well, come with me then along crowded State Street (the Broadway of Chicago) until we reach the large office building on the corner of State and Washington—the building shown in the first of the accompanying engravings. We go in at the entrance, take the elevator, get off at the second floor,

turn our faces towards the front of the building, walk along the hall a few steps, enter the open door, and we are in this unique pharmacy.

### AND A REGULAR OFFICE WAITING ROOM

it is. We stop at the door in surprise. In the center is a table supplied with magazines, books, and newspapers; a rug is on the floor; easy chairs are all about; along the front are big windows looking down on the busy scene in the street below; to the right is a wall case filled, not with side lines, or even with "patents," but trusses, absorbent cottons, plasters, surgical instruments, and so on; to the left is a counter, surmounted with a cash register, which makes the place look a little like the ordinary drug store, and behind this counter are shelves filled with the customary containers. As we stand in pleased surprise taking in this unusual scene Mr. von Hermann walks out from the laboratory behind the shelves and looks at us with the air of professional inquiry which is apparent in the first engraving on the opposite page.

We introduce ourselves, and Herr von Hermann's professional air gives way instantly to one of fraternal cordiality. "You would like to see my little pharmacy? Certainly, gentlemen—certainly," and he shakes our hands warmly. "Walk right in behind here," leading the way to

### THE LABORATORY

shown in the third illustration, or, rather, to the *two* laboratories, for there is still another beyond the one exhibited by the picture. The laboratories and the waiting room are all three parallel to each other, and all face the street, so that excellent light is provided by the large front windows.

"Here is my main dispensing room," our host remarks, as we reach the first laboratory. As in the engraving, two prescriptionists are at work, and the porter is helping them by keeping their utensils clean and making himself useful generally. And what an ideal place to work in! Every facility at hand—no customers to wait on—no prying eyes to



The Reliance Building at the corner of State and Washington Streets. Saving the ground floor, this is entirely occupied by physicians and dentists, 255 of whom have their offices in the structure. Mr. von Hermann's pharmacy is located on the second floor front, overlooking State Street.



cause confusion—nothing to do but concentrate the mind on the pleasant task before you! The four dispensers—the two seen here, and two others not shown in the illustration—are engaged all day long in manufacturing and compounding operations, and their work is as engrossing and as full of scientific interest as that of the analyst or investigator in his chemical laboratory.

## OUR HOST HIMSELF.

Mr. von Hermann takes us through both rooms, shows us what an admirably equipped place he has, and gives us 15 or 20 minutes of keen delight as we look here and there at the features of interest on every hand. Incidentally, too, we are given a chance to study the personality of our host. Neither of us



Showing one side of the waiting room in Mr. von Hermann's unique pharmacy, with the proprietor behind the counter. The office-like appearance of the room as a whole is not indicated in the engraving; the outlook of the camera is too limited.



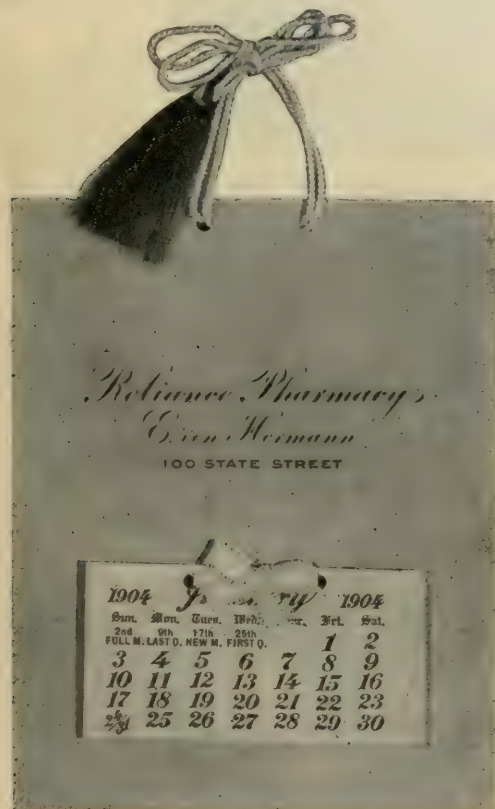
One of the two manufacturing and dispensing rooms or laboratories in which Mr. von Hermann's four prescriptionists are busily engaged from 8 to 6.30 every day.



has ever been in Germany, but Herr von Hermann is exactly the type of man we should expect to find in the university of Heidelberg or Bonn or Berlin. He is short; has a beard; wears glasses; stands erect; is perhaps 45 or 50 years old; is manifestly the scholar; has an air of brusqueness combined with instinctive courtesy and consideration; is quick in speech and action; and has a thorough professional regard for the dignity and usefulness of his calling. Certainly his is a most pleasing and interesting personality.

#### A TRIP THROUGH THE BUILDING.

"But, gentlemen, now that you have seen my little pharmacy, let us take a trip through the building. Perhaps you do not know about this building. No? Well, it is entirely occupied by physicians and dentists. There is probably not another one like it in the world. It is remarkable. Two hundred and fifty-five professional men are gathered together in this one place! Is not that surprising? Here we are—the fourteenth floor," and we step out of the elevator.



This neat little calendar,  $4\frac{1}{4}$  by  $5\frac{1}{4}$  inches in size, blue in color with a white cord and a red tassel, was gotten out this year by Mr. von Hermann for his physician-patrons in the Reliance Building. Mr. von Hermann does very little advertising, and what he does do is of this dignified and simple order.

"Now, gentlemen, I want to tell you about this floor. On all floors but two the offices and suites are occupied in the regular way, but on this and the ninth floor the rooms are rented by the hour only. Never heard of that arrangement? It is peculiar. One man has an office from ten to eleven; another from eleven to twelve; and still a third from twelve to one, and so on. Mind you, the doctor has to get out quickly when his time is up. When the clock strikes the other man owns the office. If a physician can't get through with a patient on time he has to have her come again the next day.

#### A UNIQUE ARRANGEMENT.

"Here is the general reception room for this floor," and we walk into a large parlor splendidly furnished and containing twenty or thirty people waiting their turns. "This young lady at the desk has telephone communication with every office on the floor, and she sends the patients to the proper physicians as fast as the physicians are ready for them. Come—let us go in some of the offices."

Mr. von Hermann is the friend and coadjutor of every physician and dentist in the building. He has an "open sesame" to the offices, and we follow him with much interest as he rapidly enters room after room, tapping politely on the door, introducing us to the occupant if he happens to be at leisure, exchanging a pleasantry or two, bowing himself politely out, throwing some bit of jollity at the pretty office assistant as he passes by, and everywhere being met with smiles and cordiality.

Some of the office suites in the building are magnificent and are in many instances occupied by physicians of national prominence. The name of Dr. Murphy, of Murphy button fame, might be mentioned in this connection. Dr. Nicholas Senn also has elaborate offices in the Reliance Building. One could come to this beehive of medical industry, afflicted with any disease under the sun, and be sure of finding the particular specialist who had made that disease a life study. Here they are—255 of them, and they represent every possible branch of medical, surgical, and dental science and practice.

#### BACK TO THE PHARMACY.

Our jaunt through the building over with, we return to the pharmacy, and we see at once that Herr von Hermann's busy time has begun. He opens up at eight in the morning, but there is almost no business before ten or eleven. Even then things are rather



slow for two or three hours; and it is not until about two o'clock that much is done. By that time the physicians have gotten down to work, and from then until six or later they send patients out of their offices by the dozen and the score. A large number of them are armed with prescriptions, and of course they stop at the pharmacy on the way down. Many of them have waited in the reception rooms for hours; they are nervous anyway from having been to "see the doctor;" and when they reach Mr. von Hermann they are restless and want to get their medicines instantly. They can't wait a minute—their patience is already exhausted.

#### A BUSY SCENE.

Here they are—at least twenty of them; and how our host does handle them! As he receives each prescription he gives the patient a tin claim check, quickly pencils the corresponding number on the back of the prescription, hands the paper through

to the four rapid and agile dispensers, tells the woman soothingly that the medicine will be ready instantly, asks her to be seated by the window, adroitly gets her to watch the busy scene in the street below, compares each finished mixture carefully with the prescription and the label to satisfy himself that no error has been made, wraps up the bottle, calls out the number, and does all this with remarkable facility and yet smoothly and without the least evidence of frantic haste or the slightest indication of mental disturbance. A regular stream of people come in and go out of the door. The finished prescriptions follow one another out from the laboratory in constant succession. But everything is done like clockwork: there is no rush—no hurry.

"Must you go?" says Mr. von Hermann as he shakes hands with us hastily. "Yes? Well, come in and see me again when you are in Chicago." And we walk out after an unusually delightful visit. We have seen pharmacy as the idealists paint it.

## THE TIN DIPPER.

**The Story of a Newsboy's Superstition Regarding Medicine—An Interesting Character Sketch.**

By KATHARINE ELISE CHAPMAN.

"Well, Sonny, what do you want?"

He was freckle-faced and barefooted, and his head reached but a little way above the show-case as he peered anxiously into my face.

"Mister," he burst in breathlessly, "Mother wants a nickel's worth of pollygolic in this 'ere dipper for te kid, 'cause we ain't got a bottle, and the pint cup's got te cough med'sin in it."

The dipper which he held out had a wicked-looking dent in the side, as well as a vicious bend about half-way up the handle. Something made me glance back from the dipper to the boy. Along his clear forehead stretched an angry scar, apparently from a cut which had healed but left its scarlet tracery. His face, a perfect milky way of freckles, was thin, but the abundant shock of dark hair above his forehead gave him a sturdy look. There was spirit in his blue eye, not all mischief either, apparently, in spite of his up-turned nose. Here, seemingly, was the kind of boy to have a history.

"Sha'n't I put the paregoric in a bottle for you?"

"No; Ma says she hain't got money enough to pay for a bottle."

"Well, I guess I'll have to give you a bottle this time."

After I handed it to him, he lingered, his head hanging and his feet claspings and twisting one another.

"Ma'll be glad for the bottle," he said at last, "for now she can make tea in te dipper."

And with this attempt at thanks he scuttled off. What was my astonishment, however, as he stood outside in the full light from the window, to see him pour the contents of the bottle into the dipper!

My new drug store stood on the corner of a handsome business thoroughfare. A block and a half away "Soft Coal Alley" ran between two streets until, as if discouraged, it stopped at the back of a huge warehouse. Between the coal yards of the small dealers, which gave its name to the alley, were rusty brick and wooden shanties which herded and housed some of the city's poor. Evidently my customer belonged to them.

About a week later he appeared, bringing the same battered tin dipper. This time he plunged at me without waiting for me to speak, and said with a sob in his voice:



"Baby's got the croup. Ma wants some onion syrup—oh, hurry, hurry quick!" And seizing the bottle he threw down a dime and flashed out.

There were several loungers in the store at the time. One of them said:

"That's Jim Burchard's boy."

"Oh, do you know him? Does he come from Soft Coal Alley?"

"Yes. Jim Burchard was a porter at Bullion & Company's in the next block."

"Is he dead?"

"Well, perhaps he'd better be. He was a fine workman several years ago; but he was fond of his dram, and it got the better of him. He drank himself into a dangerous kind of a sot. Did you see that mark on the kid's forehead?"

"I should think I did; any eye could see that, even with a cataract."

"That helped to do up Burchard. He was beating his wife one day, as usual, when the baby cried. Jim seized a tin dipper and flung it at the cradle, but this Bub jumped between and got the dipper square on his own forehead. It gave him that cut, but luckily glanced off and smashed against the wall. The other tenants brought an officer, and Jim got six months. That was several weeks ago."

From that time "Bub" Burchard was an object of peculiar interest to me. I even watched for his coming, and he came often, for evidently that baby was sickly. Sometimes it was syrup of squill which he called for; sometimes castoria; often paregoric. He always brought small coins, and frequently paid in pennies. I heard that Bub sold newspapers.

But whatever he purchased, Bub always brought the dipper. I had given him several bottles, but to no purpose. Once outside the door he would furtively empty their contents into the dipper again. I did not learn until afterwards the secret of this queer maneuver. It seems that he believed the dipper was the baby's mascot. He always insisted that it had saved the child's life. Didn't it land on his own forehead instead of smashing the youngster, as it would naturally have done? He had an odd superstition that medicine carried in it would have double healing power for "te kid."

That baby was the center of Bub's life—his greatest delight, his chief obligation to the universe. His love for it was more like a mother's than the irresponsible regard of the average boy. One day, in taking it out for an airing, he ventured as far as the sunny walk in front of my store. He was drawing it in a battered baby-cab—a wreck, prob-

ably, from better days. The wicker-work was broken into large holes and stuffed with pieces of old quilt. One wheel had lost two spokes, and another was held together with manila twine. But such as it was Bub was "vaunty," and proudly stopped for baby to admire the wonders of the many-colored show globe.

The weazen-faced, puny little bantling was smiling in pathetic joy at the bright colors, when a crowd of rough cubs from Soft Coal Alley came by. The largest, in passing Bub, knocked off his cap.

"Here's yer swell!" he mocked; "here's yer swagger Jemmy, promenaydin' wid te kid on te bully-ward!"

"Oh, g'wan! Wot yer givin' me?" replied Bub with perfect good nature, springing for his cap. In the scramble which followed he fell, and the baby set up a wail.

"Hi! hear te howlin' little devil!" shouted the rough; "let's dump it in te river!"

He seized the cab and started off at a run, the other imps dancing round him and hurling derisive epithets back at Bub.

Then it was good to see the play of Bub's red legs! The gleam in his eye was blue lightning. He did not stop to measure sizes with his tormenters. He struck right and left with fist and foot, at faces, chests, stomachs, and legs. The bully who had captured the baby had to let go to defend himself, and the appearance of a policeman in the distance scattered the rest. Bub seized the cab, and heedless of some heavy kicks in the rear from the enemy, soothed the frightened baby, chirruping, whistling, and patting, until it fell into contented quiet.

One evening in November (I had not seen Bub for a fortnight or more) a woman came hurriedly in with a shawl over her head. She held out a physician's prescription to me.

"Bub's sick," she said. "He's got a fever, and I had to call the doctor. I hain't got the money to pay to-night, 'cause I couldn't work for takin' care of him and the baby; but if you'll please give me the med'cine, I'll pay you, sure, soon as I get to work again."

She hurried over the words, breathless and shame-faced. When I handed her the prescription she took it with murmured thanks.

The next morning I heard that scarlet fever had broken out in Soft Coal Alley. A sign was put up on the Burchard shanty.

Poor Bub was the first victim, but with him the



attack was of the lightest. It went through the family, seizing the younger children with more or less virulence, then spread through the neighborhood. Strange to say, the sickly Burchard baby had not taken it with his brothers and sisters.

While the disease was running its course, charitable people from neighboring streets left supplies on the Burchard door-step. The doctor gave his services, and I furnished the prescriptions.

But when Bub was almost well enough to be out again the Burchard baby—perhaps I ought to call it Bub's baby—was taken down. Bub declared himself strong enough to take the care of the child. He sat up with it at night until he failed from exhaustion. He would let no one but himself give the medicine.

"Bub's a natural nurse," said the doctor to me. "The baby has good care. I never saw such a boy. He's wrapped up in that child."

But Bub and the doctor came into collision upon one point. The boy insisted that the baby's medicine should be brought home in the dipper.

"I allays put te kid's med'cine in te dipper," he said, "and he got better right away."

But the doctor laughed at the boy's notion.

"It wasn't the dipper that did it," he said. "I won't have my doses spilled along the street."

One night the baby had a turn for the worse, and the doctor changed the medicine.

"Can some one go for this, Mrs. Burchard?" he said. "It ought to be given right away."

The mother told Bub to take the prescription and call a neighbor. Bub started, but on the way managed to capture the dipper, and was off like a shot to my store.

As if to give the lie to the doctor's assertion, and bolster up Bub in his faith, the baby rallied again towards morning.

But alas for Bub! All his care and his faith in the dipper were unavailing. In a few days the baby died.

The passing of its life seemed to tear out Bub's with it. He hung over the little waxen body. He refused food. He would not, apparently could not, reply to the rough kindness of the neighbors. When the little bier was at last arranged, and he looked at the face, sweet and peaceful in its innocent death, one great, final sob burst from his throat.

"Oh, why," he said, as if in protest at this needless loss, "w'y didn't they fetch te med'cine in te dipper?"

It was a fortnight before I saw Bub again. Then,

with the heels of a pair of men's shoes which he wore clapping on the floor, he came in and sidled up to the counter.

"Is there sickness again in the Burchard family?" I thought; but I saw no sign of the dipper.

"Well, Bub, what is it?"

"Please, I want some work."

"Work? I thought you carried papers."

"Mornin's and evenin's. But I want to work troo te day to pay for te med'cine. I want to pay for te kid's med'cine. It's all I can do now." And he choked up, turned away, and ran from the room. But in a few minutes he was back again.

"If you'll let me work, I'll do it good, sure. I allus work to help Ma."

"Well, what can you do, Bub?"

"I can scrub floors and sweep and carry water and dust and—and—oh, everything. See here."

He slipped up his flabby sleeve and showed me a pile of ragged muscle held together by skin over some well-developed bones.

"How old are you?"

"I'll be fourteen come next November."

The end of it was that he was engaged as general factotum. I found that Bub was trusty. He sometimes made mistakes, but he was eager to learn. He rose from one kind of work to another until he was promoted to the care of the counters and show-cases. By that time he had paid the family debt, and had begun to earn some respectable clothes. Then I sent him to deliver prescriptions. In fact, Bub had become a fixture.

Early in the spring his father came home again, for the time, at least, a sobered man. He found work, and then sent Bub to school. But all the boy's spare time was spent in the store, from which, by this time, he would have been sorely missed.

That summer I visited "Forest Home Cemetery" one day with a friend. Passing a long row of huddled graves I noticed some brilliant nasturtiums above a baby's tomb. Looking closer, I saw that they were blooming over the bent handle and battered side of a rusty dipper; and yes—there was the name "Burchard" upon the wooden headstone.

That was twelve years ago. Bub's father, strange to say, staid sober, and Bub remained with me until he was advanced enough to attend a college of pharmacy. If you will walk along University Avenue at the West End you will see his sign on a brand-new shop:

JAMES BURCHARD, Registered Pharmacist.





A HANDSOME MICHIGAN PHARMACY.—This store, together with the one shown on page 151 of the last BULLETIN, comprise the "West's Drug Stores" of Grand Rapids, Michigan. Both of them are among the best fitted pharmacies of the country, and the one shown in April is even larger and more elaborate than that here exhibited. This store is known as the Morton House Pharmacy. It was bought by the West interests five years ago, and although it had a large trade at that time, the receipts have been more than doubled during the interim. "West's Drug Stores" is now a corporation with an authorized capital of a hundred thousand dollars, and the officers are J. C. West, President; Mrs. J. C. West, Vice-President; and B. E. West, Secretary-Treasurer and General Manager.



## TWO IMPROVED FORMULAS

For Soap Liniment and Godfrey's Cordial—Practical Hints on Their Manufacture—The U. S. P. and N. F. Formulas Declared Unsatisfactory.

By H. C. BRADFORD.

Last year I had occasion to make and use a good deal of

### SOAP LINIMENT,

and while the formula of the U. S. P. gave good results in the summer, I found it not to do so well when winter came on. The stock bottle would be full of "mush;" it would be almost impossible to pour the product out without spilling it, while if I resorted to filtration to remove the solid matter, little or no soap would be left in the finished product. All brands of soap gave the same result: a lowering of temperature caused the precipitation of the soap, the amount varying with the intensity of the cold.

As this condition of things was very unsatisfactory, I began to look for a remedy, and finally found it in the use of potash soap, making it direct from caustic potash and olive oil when wanted. After a good many trials and repeated failures, I constructed the following formula; it gives an unexceptional product in every way, and a product, moreover, which remains liquid under all changes of temperature. It is light amber in color and of full strength; indeed, if necessary, the product could just as easily be made of twice the strength. Here is

### THE FORMULA:

|                                    |          |
|------------------------------------|----------|
| Rx Caustic potash, U. S. P.....    | 12 Gm.   |
| Camphor .....                      | 15 Gm.   |
| Olive oil .....                    | 60 Cc.   |
| Oil of lavender flowers.....       | 15 Cc.   |
| Alcohol,                           |          |
| Water, of each, enough to make.... | 1000 Cc. |

Dissolve the potash in one ounce of water and add the olive oil. Shake or stir well, add one ounce of alcohol (grain or ethyl alcohol!), and again shake well. Now apply the heat of a water bath, with occasional shaking, until the oil is completely saponified. Should the potash not be of full strength, a fact indicated by the presence of oily drops in the mixture which refuse to combine, add a small quantity (1 or 2 grammes) more, dissolved in a little water, and continue heating until saponification is complete. Care must be exercised not to have any excess of alkali. Now remove from the fire and allow to cool. Add 700 Cc. of alcohol (grain), in which the camphor and oil of lavender flowers have

been dissolved, mix well, and add enough water to make 1000 Cc. of product. Let stand a day or two and then filter.

With the exception of making the soap direct with potash, instead of using a ready-made soda soap, and using 5 Cc. more oil of lavender, this formula corresponds with the U. S. P. in every particular. I have used it with the greatest of satisfaction, and would not abandon it for the U. S. P. or any other formula with which I am acquainted.

### GODFREY'S CORDIAL.

This ancient and time-honored preparation still has a great sale in many places, and while the N. F. gives a formula for its preparation, it is crude and unscientific. Precision is as much required in the preparation of this article as in any other, and it must be apparent to the merest tyro that the use of molasses as the sweetening agent, and potassium carbonate to neutralize the acidity of the molasses, is the sheerest guess-work—and guess-work is not to be commended in pharmacy under any circumstances.

All brands of molasses contain more or less free acid, generally sulphuric, but the content is by no means uniform. Some samples will contain twice as much as others. With these conditions before us it must necessarily follow that in many cases the alkali would be in excess, thereby precipitating the alkaloids and rendering the product worthless from a therapeutical standpoint.

To correct this defect I devised the following formula, which corresponds in strength with that of the N. F., and results in a good, nice, palatable preparation of uniform strength.

### THE FORMULA.

|                            |          |
|----------------------------|----------|
| Oil of sassafras.....      | 1 Cc.    |
| Tincture of opium .....    | 35 Cc.   |
| Alcohol .....              | 50 Cc.   |
| Simple syrup .....         | 325 Cc.  |
| Water, enough to make..... | 1000 Cc. |

Dissolve the oil in the alcohol and add to the syrup, previously mixed with an equal volume of water. To this add the tincture and enough water to make 1000 Cc. Let stand a day or two and filter.

This product will be much lighter in color than



the commercial grade, but can be colored with caramel. About 15 Cc. of good caramel will give a color like that of the molasses article.

In my opinion the use of the cure-all wrapper

which usually goes with bottles of Godfrey's cordial should be discouraged. A plain shop label is all that is needed, makes a neater package, and I should think would have a better impression on the public.

## THE MAD DRUGGIST.

By FRANK FARRINGTON.

'Twas late one sultry summer eve  
And time to close the store,  
A ragged wight, as if in fright,  
Rushed in and shut the door.

He asked for bromo seltzer. "Oh  
Druggist, make it strong.  
My weary head! I'm nearly dead!  
Don't keep me waiting long."

His eye was fierce; his hair was rough.  
I thought him daft or tight.  
He seized the drink, and with one blink  
He put it out of sight.

Said he, as wild he waved his arms,  
"Behold in me a man  
Who wouldn't run a store for fun,  
But tried a business plan!

"Most druggists seem to run a store  
Just to accommodate  
The public who will ask of you  
All favors, small and great.

"I opened up a bran-new place;  
Set out to get the trade.  
The goods were there, the prices fair,  
As low as could be made.

"A million people came inside  
That drug store every day;  
But not a bill went in the till—  
They didn't come to pay.

"A woman wanted postage-stamps;  
A kid an empty box;  
A traveling man explained a plan  
For giving out prize clocks.

"A tow-head lad to ask the time,  
A lady for the same;  
A girl in black for an almanac  
To tell when Easter came.

"A farmer to sell some ginseng root;  
A stingy man to try  
To get a chance to steal a glance  
At a 'daily' he wouldn't buy.

"A Rube to see if I'd sell five  
Cents worth of bread and cheese;  
A stylish lass to ask a glass  
Of 'plain water, if you please.'

"A boy to get a calendar;  
A man to 'steal a light';  
A girl alone to use the 'phone;  
One wanting 'a place to write.'

"An information bureau or  
A free dispensary  
Was not my plan when I began,  
Nor was it going to be.

"I told 'em all I'd goods to sell  
And not to give away.  
I wouldn't run a store for fun,  
Not for a single day.

"I waited ten, a dozen, weeks  
For business. Not a cent  
Came into sight by day or night.  
I couldn't pay the rent.

"That made me mad, so out I walked  
And left the whole affair,  
And nevermore I'll run a store,  
Nor there, nor anywhere.

"If people won't do business right  
And pay for what they get,  
Some other man who wants to, can  
Try running into debt."

And then he left, that druggist mad—  
Left me to think it o'er.  
Not far from right, the daffy wight:  
Like Oliver Twist, the public's quite  
Too free in asking more.



## AROUND THE CAMP-FIRE.

Memories of a Poison Register—The Man Whom Death Refused to Welcome—The Clerk Who Dispensed Lead Water for Lime Water—Pineapple Wine and its Attraction for the Pastor.

By MEMBERS OF "THE BULLETIN FAMILY."

[NOTE BY THE EDITORS.—Are readers of the BULLETIN still interested in these personal reminiscences? Do they still like to sit around the camp-fire and "swap" stories with one another? We shall be compelled to answer "No" to these questions unless the next few weeks develop more interest than has been manifested for some time. No contributions to the department have been received now for two or three months, and the accumulated supply practically runs out with this instalment. If the readers of the journal would like to have the camp-fire continued, let them furnish us with fuel for the purpose and we shall be very glad to keep things warm and bright. If we do not hear from them we shall have to assume that they would prefer to have the fire die out. Send us your tales if you would like to have the department continued!]

### TWO TRAGEDIES.

"Call O. Mell," who became reminiscent two months ago as he turned over the pages of his old poison register, continues with his recollections:

The next case recorded in my poison book was an accomplished suicide. A poor old woman got strychnine ostensibly for poisoning mice. Many months afterward I was shocked to see a report of her death caused by taking this poison. I had a visit from two police officers to inspect my register; they departed satisfied that everything was in order. Poor old lady! my heart used often to bleed for her when I saw her enduring the suffering which ultimately caused her to compass her end. Still it were "better to bear the ills we have than fly to others we know not of."

Yet another tragedy this old book indexes. I had passed over it, but turn back some pages to it; it is too well remembered to bear forgetting. Cocaine is the entry—30 grains for medicinal purposes. A bottle with an English chemist's address on it was presented to be refilled, so it was evident that the purchaser was in the habit of using the drug. The next Sunday night a clerical friend just off duty was playing cards with the doctor and myself. The night bell rang furiously, and the doctor had to go a couple of miles to see a man said to be "in a fit." We played on, and the doctor was back sooner than we had expected. He spoke to the priest: "It was more a case for you than for me, Father, but he was dead when I got there." The

next morning the empty bottle was brought for me to identify, and I was told that I would be called to give evidence, but as the inquest was held some distance away, and I had no one to relieve me in the store, they said they would not send for me if they could help it. I can tell you, I was in dread of facing that jury, and waited anxiously all day long! However, at midnight a verdict of suicide was recorded, and the chapter was ended.

This finishes the review of my chamber of horrors, and as I end it my sincerest wish is that the new poison book will have a very uneventful career.

### CHARON WOULDN'T CARRY HIM OVER.

The following well-told tale comes from J. H. Techenstin, of Davenport, Iowa:

I enjoy the BULLETIN'S "Camp-fire" very much, and am willing to do my share toward keeping the fire bright: so here's my contribution.

About eight or ten years ago, before I had any idea of joining the ranks of Pestle-wielders and obliging stamp clerks, Mr. E., the proprietor, on duty one warm June evening, was asked for two ounces of laudanum by the night-watchman whom the leading merchants in the vicinity employed at the time. Mr. E., as was his custom, asked him if he knew how to use the drug. The watchman, taking the bottle the pharmacist had filled, replied, "I do," turned immediately and drank its contents to the last drop.

"Do you know that you will be a dead man within an hour?" asked Mr. E.

"That's none of your business," replied the crazed watchman as he started to leave the store.

Dr. P., who happened to come in just then, was informed of what had happened, and pouring an antidote in a graduate tried to make the would-be suicide drink it. But he would have nothing to do with the man of medicine, and so Dr. P., enraged at his stubbornness, cried, "Well, d—— you, die then," and poured the contents of the graduate in the gutter.

The doomed man, followed by an interested crowd of spectators, walked up Perry Street and



turned the corner on Fourth Street on his way toward the post-office, presumably to send his soul to Heaven by mail, but beginning to stagger when half-way to his destination, was caught by a policeman and taken to the station.

Here he was kept under the pump a good part of the night and given a free course in physical culture. In the morning he was returned to his loving wife with whom he had evidently had a quarrel. She asserted that she would not have mourned much if he had succeeded in his purpose.

Thus ends the tale of the man to whom Charon, of Stygian fame, gave the cold shoulder.

#### LEAD WATER VS. LIME WATER.

Theodore Wettstein, of Sterling, Illinois, tells how he stood on the brink of the precipice on one occasion:

A woman came into our store one day and asked for an ounce of lime water, saying that she would call for it in about an hour. I proceeded to the shelf hurriedly, owing to the fact that there were a dozen or more people waiting their turns, and took down the bottle which I supposed contained the desired article. After taking an ounce bottle and going behind the prescription case, I filled it, labeled it, and wrapped it up neatly, leaving the shop bottle on the prescription counter instead of placing it back on the shelf in accordance with my usual custom.

When I took it out to hand to the woman, however, I discovered that she had gone, evidently intending to come back. I proceeded to wait on the other customers, one of which had a prescription to be filled. An ingredient in the prescription was solution of subacetate of lead. I went to the shelf where the bottle of lead water usually stood, but found in its place the bottle containing lime water. After wondering about the whereabouts of the lead water, I happened to go into the prescription department, and to my utter amazement I discovered that in my great hurry I had made the awful blunder of substituting one ounce of solution of subacetate of lead for lime water! The fact that these two bottles were kept on the shelf side by side, and the additional fact that the products are similar in color, made such a mistake possible.

You can rest assured that I more than hustled to unwrap the ounce of lead water and put up an ounce of lime water in its place. I had no more than done so when the lady stepped in for her bottle.

Since then I so often think that were it not for the prescription calling for lead water just at that time, I would not have discovered my mistake. There is a moral connected with this incident: "Learn to work quickly and skilfully, notwithstanding the surrounding circumstances."

#### THE PASTOR AND THE PINEAPPLE WINE.

The following circumstance is related by F. M. Taylor, of Rosebud, Texas:

On one Saturday night not long ago the parson of the town came into the store and asked me for a remedy for indigestion. I was then putting up a prescription that called for pineapple wine. I handed him the stock bottle of the latter with the remark that it contained something good. He tasted the product and replied that it certainly *was* pleasant. Now it happened that some of the boys who loafed about the store in the absence of the "boss" had been in the habit of helping themselves to this wine. Consequently, after the parson had gone, I concluded that I would "dose" the product and put a stop to their practice. So I placed some of the wine in another bottle, and added to it about 20 drops of croton oil. I marked the bottle so that I would know it and then placed it in a conspicuous position on the prescription case, hoping thus to catch some of the boys.

The first customer I had the next morning, which was Sunday, happened to be the parson. I asked him what I could do for him, and he replied that he would like to have me do up 5 cents worth of Rochelle salt. While I was engaged in this task the parson casually walked behind the prescription case without any apparent purpose in doing so, but very soon reappeared, got his package of salt, and left the store.

About half an hour afterwards a friend of mine came in, and we were talking in the back room of the store when Mr. Parson appeared on the scene once more. He went behind the prescription case again as before. I remarked to my friend that the parson was going to drink some of that pineapple wine, and that it was "loaded." His reply was that he "didn't think so." Nevertheless we watched him and saw his arm reach for the bottle, but from our position could not tell whether he drank any of the stuff or not. We saw him put the bottle down again and walk out of the store rapidly. About this time the "boss" stepped in and I told him the circumstances. He asked me why I didn't tell the parson



what the wine contained. I replied that I didn't think he was any better than any one else when it came to stealing wine.

Soon afterwards I went home to prepare for church, as was always my custom on Sunday morning. I got to the church in due season, walked in, and although a little late noticed that the services had not begun. The minutes passed by, people

began to look expectant and curious, but still there was "nothing doing." Finally, after about half an hour, the Sunday-school superintendent walked up through the church to the front and announced that "Owing to the illness of Brother — there would be no preaching that morning."

The wine had certainly done its duty. The pastor was busy!

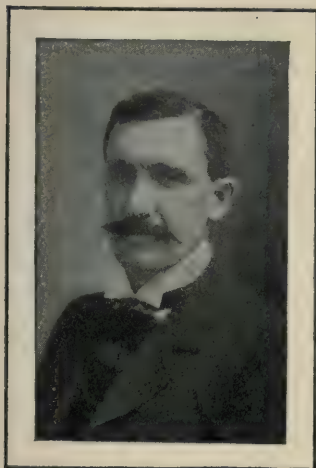
## A CALENDAR OF WINDOW DISPLAYS.

Showing What Can Be Advertised in the Window During Each Week of the Year—A Rattling Good Idea.

By J. T. PEPPER.

"What shall we dress the window with to-day?" is a question often asked in many drug stores when the weekly window cleaning day comes round.

Without preparation it is sometimes a difficult question to answer quickly and wisely. Care and forethought must be exercised if we are to obtain the most benefit, and actual preparation, to some extent, at least, should be made the day before.



MR. PEPPER.

Friday is our day for cleaning the window and putting in a new display. If we are making a special display, or one that requires considerable preparation, we endeavor to do this preparatory work on Thursday afternoon, and have the display ready, so far as we can, to put into the window after cleaning it on Friday morning. If there are any cards to print for the trim they are done in advance.

With the object of always having something to put into the window every Friday we have been making a time table or calendar of window display subjects for every Friday in the year. It is not to be taken for granted that we follow this schedule without variation. It would be folly to do that. We always try to put in window displays with the express object of selling goods. For example, in this time table, we have talcum powders down for the first

week in August. We expect hot weather, but if the weather should be cool, it would not be wise to talk talcum powder just then. Better put something else in the window, and display talcum powders when it turns hot again.

Then, again, Easter does not come at the same date each year, and consequently a change has to be made here; we know, however, that we will dress the window with perfumes for Easter, and so we are prepared to make the change.

Not all the things in a drug store that a window display can be made of are enumerated in this calendar. When other things, more urgent for display than the one mentioned for any week in the calendar, demand recognition in the window, then let the calendar suggestion hold over till a more opportune time.

By following a regular plan or system, window dressing will be found easier, more satisfactory, and very much more profitable. Window displays demand and require considerable thought and attention, and it pays to study them carefully.

If other retail pharmacists will start with this schedule of mine as a basis, and then arrange one of their own from the displays they make through one year, they will find the revised calendar a wonderful guide and assistance during the second and following years.

System, and a method for following the system, go a long way in helping to make drug-store window displays pay. Haphazard displays seldom sell many goods. Displays that have some plan or object behind them are the ones that sell goods and accomplish results. Turn over the page now and see my calendar:



## THE CALENDAR.

|                                                                                                                               |                                                                                                                                       |                                                                                                                  |
|-------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| <b>JANUARY.</b><br>Own cough cures.<br>Cod-liver oil emulsions.<br>Linseed meal.<br>Thermometers.<br>Chamois skins and vests. | <b>FEBRUARY.</b><br>Licorice sticks and tablets.<br>Own cough cure.<br>Prescriptions.<br>All kinds of winter medicines.               | <b>MARCH.</b><br>Sick-room supplies.<br>Petrolatum or vaselin.<br>Everything for the toilet.<br>Easter perfumes. |
| <b>APRIL.</b><br>Own sarsaparilla.<br>Disinfectants.<br>Own tonic hypophosphites.<br>Own liver and stomach pills.             | <b>MAY.</b><br>All kinds of spring medicines.<br>Whisk brooms.<br>Cigars.<br>Walking sticks and crutches.<br>Everything for the baby. | <b>JUNE.</b><br>Own corn cure.<br>Shaving supplies.<br>Sponges and chamois.<br>Tooth-brushes.                    |
| <b>JULY.</b><br>Paris green.<br>Seidlitz powders.<br>Root beer.<br>Own foot powders.<br>Bath-room supplies.                   | <b>AUGUST.</b><br>Talcum powders.<br>Castile soap.<br>Own headache powders.<br>Tooth powder, pastes and liquid.                       | <b>SEPTEMBER.</b><br>Spices.<br>Fruit-jar rings.<br>Corks.<br>Cigars.                                            |
| <b>OCTOBER.</b><br>All kinds of brushes.<br>Own tonic hypophosphites.<br>Combs.<br>Rubber goods.                              | <b>NOVEMBER.</b><br>Own cough cure.<br>All kinds of liniments.<br>Plasters.<br>Condition powders.                                     | <b>DECEMBER.</b><br>Hair brushes.<br>Perfumes.<br>Christmas goods.<br>Holiday goods.                             |

## ADVICE TO THE GREEN CLERK.

By FRANK FARRINGTON.

All kinds of clerks begin well; a new broom sweeps clean. But your employer will judge you by the way you wear, not by the way you start in. Lots of good starters are poor finishers.

\* \* \*

Be prompt. One of the first things for a man to learn if he expects to be a business man is the necessity for promptness. Tardiness may do in swell society, but it won't do in business. Be prompt, and above all be prompt in the morning.

\* \* \*

There's a right way to do everything in the drug store. You probably will do most things the wrong way at first. When you do find out the right way, remember it!

\* \* \*

Keep busy. As long as there is a bit of dirt in sight, you have no excuse for being idle. You have no excuse for being idle anyway. There are a thousand things to do without waiting to be told. Keep busy!

Don't get the notion in your head that most of the old-fashioned, fundamental rules are exploded theories, and that you have a lot of new ideas that are going to revolutionize the drug business. Revolutions are not so easily started, and many of them end in smoke anyway.

\* \* \*

Be a man. Now that you have started in business life, just drop out the fool boy tricks that are a nuisance to everybody but boys. Take your job seriously, but don't be gloomy and solemn. Be a man, and be a cheerful one.

\* \* \*

Do little things with the same degree of care that you use in the more important things. In no business do the little things count as they do in a drug store.

\* \* \*

If you have ideas, don't be afraid to suggest them to the boss, but think them over a little and weed out the nonsense first.



Find out where things are. Keep looking over the stock until you know just where to get whatever is asked for. That is one of the first ways to make yourself valuable; be able to wait on trade without keeping them waiting.

\* \* \*

Keeping things in their places is more than necessary in the drug store. It will enable the buyer to know what to buy and the seller to know what to sell. Don't leave things out of place a minute longer than is necessary.

\* \* \*

Be affable and courteous. Be polite to the ladies and to every one else. Don't hurry your customers. Make them feel that you have time enough to get them anything that they want and to show them goods besides.

\* \* \*

Hand people their change or packages. Don't lay the money down somewhere in their vicinity for them to pick up.

\* \* \*

Make your packages neat. Make them conspicuous for their neatness. The drug store is expected to put out the best looking packages on the block.

\* \* \*

Don't you make a single sale that you are not absolutely positive you are allowed to make, and then be positive that you are right before you make it. Get into the habit of being right the first thing.

\* \* \*

Don't think, because you have three or four years to spend in getting ready for your State board examinations, that you can put off studying. Begin to study the first day and keep at it whenever opportunity offers. Use the odd moments for all they are worth.

\* \* \*

Don't be cocksure. Just make up your mind that you don't know a thing—that you probably don't even suspect anything. Few men get over the cocksure period before thirty. You might try to be an exception.

\* \* \*

You are liable to be called to wait upon very particular people at any moment. Keep just as near fit for such people as you can. Always appear as neat as possible to customers.

\* \* \*

Don't wear a chip on your shoulder. A good many times people will be impertinent to you, but

you can't afford to resent it. Be above getting angry when customers show their ill breeding.

\* \* \*

The proprietor wants you to draw to the store all the trade you can, but that does not mean that he wants your friends to get into the habit of loafing there. Loafing is the bane of many a store. Do all you can to keep it from hurting yours.

\* \* \*

Identify yourself with the store to the extent of keeping up the same interest in the business that you would if it were your own.

\* \* \*

Be honest with yourself and you will be honest with everybody else. Never compromise when it is a question of honesty. Keep the difference between "yours" and "mine" firmly fixed in your mind.

\* \* \*

Don't slouch around. Don't sit on the counters and don't act as if your backbone was rubber. Be erect and alert.

\* \* \*

You may think that it is none of the boss's business what you do outside of store hours. You are mistaken. It is very much his business, though he probably will not say a great deal about it. The first intimation you are likely to get of his being interested will be an invitation to look for a new job.

\* \* \*

Leave alcoholic drinks alone. A resolution to that effect admits of no possible qualification or exception.

\* \* \*

Take pains with the children. They very soon grow up, and children are about the most discriminating customers that come into a drug store. They know every time when they are treated well, and they report things at home.

\* \* \*

Your salary is small, but you aren't worth much; in fact, the boss is taking some chances in keeping you at all, and it won't be wise for you to discount your future wages. Keep down expenses and then your creditors won't be asking your employer to help them collect their bills against you.

\* \* \*

If your boss is the right sort, he will raise your wages sooner than he said he would—if you are worth a raise. Better be worth it.



When you set out to do a thing, do it! Don't be a quitter. Be thorough.

\* \* \*

Don't hang around the door of the store, either inside or outside. Don't be a sign telling people that there's nothing doing.

\* \* \*

Keep close watch of the advertising that the store is doing. Read it all carefully and know what to expect customers to call for.

Try your own hand at ad. writing. The employee who can write ads is always worth more nowadays. You may possess a rare talent for the work.

\* \* \*

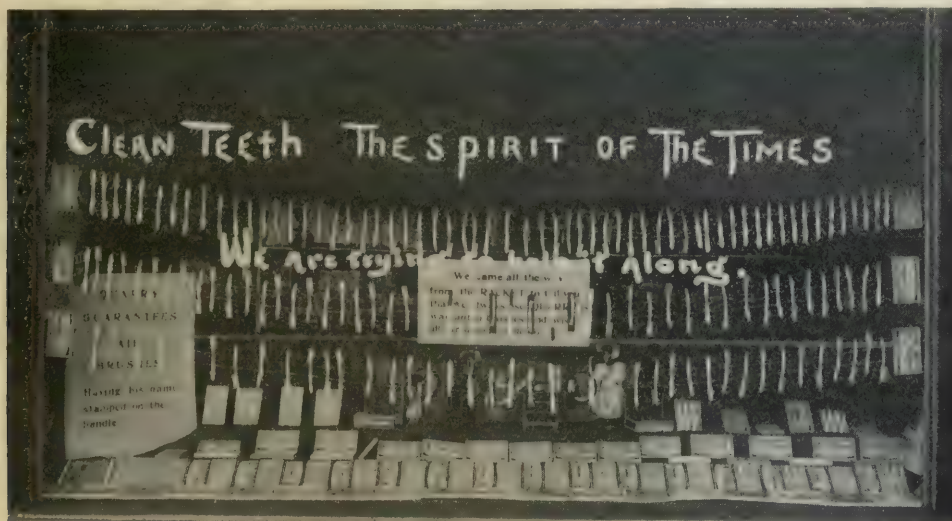
See that you put things on the want book every time when you think there is any chance of the stock being low. It is the buyer's business to know whether they are needed or not. Having the goods is what gets the trade.

## A DISPLAY OF TOOTH-BRUSHES.

The trim shown in the accompanying illustration was made by G. Claude Drake in the store of James J. Quarry, of Ann Arbor, Mich. The three rows of suspended brushes were fashioned by stretching pairs of cords across the window and twisting the brushes in them as shown by the engraving. In the center of the window, on the floor, was a raised platform covered with imitation oak flooring; and on this were a family of dolls, with tooth-brushes in

as follows: "Quarry Guarantees all Brushes Having his Name Stamped on the Handle." During the week that the display was being made in the window a display adv. was kept running in the daily papers bearing this announcement: "Tooth-brushes—All Kinds—All Shapes—All Prices. See Window Display in Quarry's Campus Drug Store."

"Clean Teeth the Spirit of the Times. We are Trying to Help it Along"—this was printed on the



hand, placed about small mirrors and a bureau. This feature of the display is not very clearly indicated by the illustration. Elsewhere on the window floor boxes of tooth-brushes were placed. A card hanging suspended above the dolls bore this statement: "We Came all the Way from the Racket [evidently a local reference] to Tell You that We Always use Quarry's Warranted Brushes and Wish Our Friends to Do So." A large placard at the left of the window read

window-pane, as may be seen from the engraving. A mixture of whiting, acacia, and water was used for the purpose; and this can be made of any color by the admixture of dry colors added to the whiting before it is mixed with the water. Mr. Drake says that "during the first day this display was in the window we sold more tooth-brushes than in any week of the previous history of the store!"

Pretty good record, wasn't it?



## PERSONAL.

## THE PRESIDENT OF THE A. PH. A.

If one looks first at the accompanying picture of Lewis C. Hopp, of Cleveland, Ohio, president of



LEWIS C. HOPP.

the American Pharmaceutical Association, and then reads this statement that he graduated twenty-nine years ago from the Philadelphia College of Pharmacy, he will experience considerable of a surprise. One would never accuse so young looking a man of having had more than a quarter century of experience. Another surprising thing about Mr.

Hopp is that he has spent his entire business life in one store. He entered it as an apprentice and has now for many years been the president and general manager. The corporation name is the Mayell-Hopp Co., and the pharmacy is one of the largest and best-equipped in the State of Ohio, with a particularly fine prescription trade.

The year following his graduation from the Philadelphia College (when he received the alumni prize for the highest average in pharmacy), Mr. Hopp joined the A. Ph. A., and he has ever since been active in the councils of the association. One office after another has been held until the greatest of them all fell into his lap last fall at Mackinac.

Mr. Hopp was responsible for the organization in 1879 of the Ohio Pharmaceutical Association, and he acted continuously as secretary of the society until his resignation last year, when he was made president and given a silver table set in appreciation of his long and useful period of service. A few months since the Cleveland School of Pharmacy was reorganized and Mr. Hopp was made president of that institution also. To be president of three bodies at one and the same time is at least unique; and Messrs. Hopp and Roosevelt ought some time to exchange experiences.

Incidentally it may be remarked that Mr. Hopp is a member of the Cleveland Chamber of Commerce, and of the Retail Merchants' Board of this Chamber. He is affiliated also with the Masonic order.

## LETTERS.

## "HANDLING AND DISPENSING POISONS."

NOTE BY THE EDITORS.—We had a very suggestive and helpful symposium on this important subject in last month's BULLETIN. Pharmacists of experience and prominence told what methods they thought most effective in order to prevent errors in the compounding of toxic substances. Unfortunately three letters came in so late that they were not printed with the others; but what the April number lost the May number gains. Here are the letters:

## THE CARDINAL VALUE OF A CHECKING SYSTEM.

To the Editors:

The so-called "poison closet," with a bell or other alarm attachment, is a thing I have never taken seriously. I have never used such a contrivance in the course of my pharmaceutical experience—twenty-six years—and do not recall having seen one in any pharmacy that I have visited. I am unable to see what useful purpose a contraption of this kind would serve, beyond making a convenient place of storage for the highly toxic alkaloids. In this, however, it would differ in no respect from an ordinary laboratory closet.

Aside from experience in and mastery of the art of dispensing the only really efficient safeguard against errors is "checking back." The same man who would not think of setting down the sum of a column of figures until he had "proved up" the first addition by going over the figures a second time, will add half a dozen drugs together and never consider it necessary to "prove up" his work by going over the ingredients a second time—mentally "ticking off" each ingredient as he takes them one by one from the counter and puts them back into place.

Most drug stores are started by young men, with a limited capital, and are hurriedly fitted up with little or no planning of the prescription department or laboratory, and with no thought of its proper arrangement for rapid, clean, and safe dispensing. An inspection of many newly-started small pharmacies would appear to verify as a fact the hypothesis that in the average pharmacy the founder exhausts his ideas or his appropriation in fitting up the "front store;" the arrangement back of the prescription counter "just happens."

The result is a heterogeneous collection of makeshift furniture and haphazard arrangement of stock that makes double work, defies all efforts at cleanli-



ness and order, and, on account of the dangerous juxtaposition of similar containers thus set at random, multiplies the risk of dispensing errors. "Laboratory Economy" is a subject that should be given more attention in our pharmacy schools.

Proper classification and storage of stock, and individuality of containers (using the original container whenever possible and the uniform glass-labeled shelf bottle as little as possible) are not only safer, but far more businesslike than the rather ridiculous little poison closet containing but a few of the many poisons in stock.

W. A. DAWSON.

Hempstead, N. Y.

#### ETERNAL VIGILANCE IS THE PRICE OF SAFETY.

To the Editors:

I read your editorial on the poison closet in the March BULLETIN, and I think you have covered the ground and expressed the experience of most dispensers pretty thoroughly.

It has been my custom to keep all potent alkaloidal drugs in a closet by themselves, *always in the original packages*. I do not believe in bells or electrical devices as attachments to this closet—they are too much on the pyrotechnic order and are apt to alarm the patient more than help the dispenser.

I was taught to read the label when reaching for the bottle, and again when replacing it, but even this habit gets to be mechanical; and when one is worried or very tired, the "wires get crossed," or, as in cases of agraphia, a separation of brain cells occurs and the hand does not obey the brain; the wrong bottle is used, but luckily the mental equilibrium is usually recovered in time, and the sink soon blots out the error.

When one comes to think of the many exacting duties and the mental strain under which the busy dispenser works, it is marvelous that so few errors occur.

"Eternal vigilance is the price of safety:" it beats any mechanical device in the prevention of errors!

L. C. HOGAN.

Chicago, Ill.

#### SEVERAL GOOD SAFEGUARDS.

To the Editors:

Regarding the matter of handling poisons in a pharmacy, we may differ as to details, but in the main I think we will all agree that any method which will

keep our minds alert as to what we are doing is to be commended. Any mechanism will in time lose its force with us as a safeguard, and we finally have to rely on our training, knowledge, and watchfulness. It has always been my practice to keep active poisons by themselves, either in a poison closet remote from other drugs or in a separate section. I make it a rule for each dispenser to have a second man verify the container, and the weight or measure of the poison which he is handling, besides being careful himself to inspect the label before and after the act of dispensing. A table of poisons with average and maximum doses hangs on the prescription case, and each clerk is expected to consult it in case he has the least doubt. Where large doses are ordered, even though within the book limits, I make it a practice to have the physician ratify it. Over the counter I absolutely refuse to dispense such strong poisons as morphine, cocaine, strychnine, etc., unless on the prescription of a reputable physician or dentist, or to a member of one of these professions, for I know I am then on absolutely safe grounds. One evening a cocaine fiend offered unsuccessfully one of my clerks \$2.00 a grain, money in advance, for some of the drug, but principle and the rigid rule won out.

WM. A. HALL.

Detroit, Mich.

#### THE NECESSITY OF CAUTION.

To the Editors:

I have just read with great interest the symposium on "Handling and Dispensing Poisons" in the April BULLETIN. I have always believed that the poison closet was a useless, expensive, and time-consuming "fad." In forty years of prescription filling I have never had an accident. I have several times had narrow escapes, but they were mainly due to imperfect prescribing; doctors are careless in making the proper signs, and are often ignorant as to questions of potency and dosage. I keep my poisons in original bottles always, and never fill a prescription in haste when a poison is involved. I insist upon time and care in my clerks. Neither would I keep a clerk a minute who was addicted to the use of intellect-dulling drugs or liquors. I am more careful every year, and do not know nearly as much about filling prescriptions as I did six months after I entered the store as a clerk.

GEORGE C. BARTELS.

Camp Point, Ill.

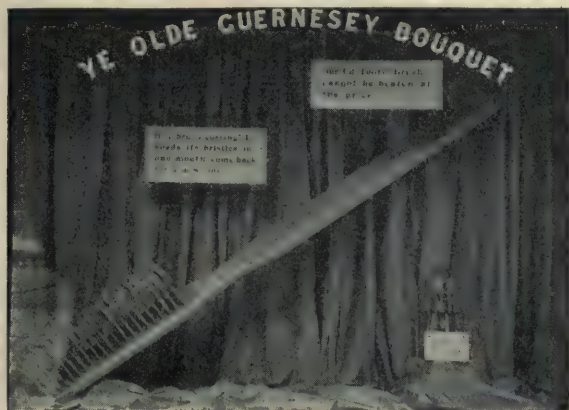


## FROM A STUDENT OF WINDOW DISPLAYS.

To the Editors:

I am a subscriber to the BULLETIN OF PHARMACY and would not be without it. I think it is, from the retailer's point of view, about the best journal published.

I am particularly interested in the window displays set forth in the BULLETIN, and I may say that I have used the designs printed in your columns



many times. I take the liberty of enclosing two photographs of my windows in order that you may see of how much real practical help the journal is to me. These windows are duplications of designs printed respectively on page 196 of the May BULLETIN, and page 298 of the July issue, both of last year.

Inasmuch as I have modified the ideas some-



what, particularly in the bridge design, the photographs may not prove uninteresting to BULLETIN readers. One shows tooth-brushes; the other various kinds of effervescent salts. The tooth-brush handle was sawed out of a plank and then finished and labeled.

F. H. DE LA RUE, M.P.S.

Guernsey, England.

## THE PHARMACIST DID RIGHT!

To the Editors:

Will you kindly advise me as to what you consider the duty of the pharmacist in regard to the following prescription:

Strychnine nitrate ..... .07 Gm.  
Tincture of iron chloride.....10 Cc.  
Diluted hydrochloric acid.....10 Cc.  
Potassium iodide .....6 Gm.  
Glycerin,  
Water, of each, enough to make....180 Cc.

Directions: A teaspoonful after meals.

The prescriber was quietly consulted and advised as to the two incompatibilities, but became very indignant and said he knew perfectly well what he was about, and that a "shake well" label (which he had *not* ordered) was all that was necessary. I did not see the case in the same light, and so at my suggestion he ordered tablets of strychnine to be given in conjunction with the mixture, omitting this alkaloid from the latter. The prescription was then compounded, resulting of course in the liberation of the iodine. As a teaspoonful of the mixture would prove somewhat irritating I added to the directions the words "in water."

This is a sample of the many problems which confront us from time to time, and I am sure it will be of interest to your readers.

J. C. ARTHUR ST. JAMES, PH.G.

Pharmacist, St. Mary's Hospital, Pueblo, Colo.

[NOTE BY THE EDITORS.—Our correspondent of course did the proper thing in refusing to compound the prescription as it was originally written. The potassium iodide would have precipitated the strychnine, and the latter would have settled gradually in the bottom of the bottle so that the greater share of it might have been taken in the last few doses. A "shake" label would not have proved a sufficient guarantee against this danger. Death has been known to result from similar cases. Furthermore, the hydrochloric acid was sure to liberate the iodine from the potassium iodide and to make an irritating mixture.]

## ANOTHER PROTEST.

To the Editors:

In the "Letter" department of the BULLETIN for December last appeared a communication from Mr. Bartlett concerning the governmental liquor tax which certainly deserves more than a passing thought. I have watched anxiously for a response in the January and February numbers, and, not find-



ing it, wish to add my mite of fuel to the fire. If I mistake not, there are many of your readers whose sentiments in regard to the tax are exactly voiced by your correspondent.

There are many pharmacists who would like to carry on a conscientious business in regard to selling liquors, but the tax of \$25 either tends to make some of them lose their hard earned cash or their discouraged conscience, and goodness knows they need both!

LOU E. PHELPS.

E. Smithfield, Pa.

#### METHOD OF MASSING OILS AND LIQUIDS TO BE DISPENSED IN CAPSULES.

To the Editors:

I observe that "A. P. G." submitted the following prescription to the department of Queries of the March BULLETIN:

Ergotine .....20 grains.  
Fluid extract of gelsemium.....20 minims.  
Creosote carbonate .....100 minims.  
Zinc sulphocarbolate .....20 grains.  
Quinine sulphate .....20 grains.

Mix and divide into 20 capsules.

A. P. G. said he had tried powdered elm, powdered soap, and powdered licorice root in making the mass, but none of these had proved satisfactory. Now let me suggest that he add about 90 grains of powdered starch to the other ingredients, and then about five or six drops of water, perhaps a little more, a drop at a time. The water will swell the starch, and the latter, in swelling, will absorb the creosote carbonate. The resulting product, if allowed to stand a few minutes, will be almost dry, and the capsules can then be filled just as though a dry powder were being used. The mass, however, must not be packed too tightly, as the oil will then be squeezed out. I have tried this method in numerous instances where oils and various liquids have had to be put in capsules, and I have always been successful.

GEORGE B. WEIDEMANN.

Philadelphia.

[NOTE BY THE EDITORS.—This is an excellent practical suggestion, and we are under obligations to Mr. Weidemann for his thoughtfulness and kindness in laying it before the BULLETIN readers. Let others do as he has done so generously!]

Since the foregoing was written we have received from A. J. Palethorpe, of Bingham, Nottingham, England, the suggestion that powdered althea be used as an absorbing agent in the prescription under consideration.]

#### FOUR CHOICE SPECIMENS.

The illustrated orders shown in the accompanying illustration have all been sent in by BULLETIN readers. The first comes from Howard B. McAllister, of Philadelphia, and calls, singularly enough, for chlorate of potash tablets; the second, contributed by Wickes & Co. of South Manchester, Ct., exhibits a novel and altogether original method

|                                                                    |
|--------------------------------------------------------------------|
| 5¢ worth of<br>Fox Gate Tablets                                    |
| one Billy Donald<br>Plaster for a man<br>or other kind<br>the best |
| both the choll set of robber                                       |
| Please give this<br>little girl 5¢ worth of<br>selfer drink.       |

of ordering a belladonna plaster; the third, from G. H. Stoneburner, of Wyandotte, Mich., was evidently written by a mother who wanted a nursing bottle outfit; and the fourth and last, submitted by D. F. Davis, of Barry, Vt., shows how sulphate of zinc may be spelled when we get tired of using the old-fashioned method.

#### "TAKES THE PIE!"

To the Editors:

Here is an order which I think takes the pie!

|                                                                                                                                        |
|----------------------------------------------------------------------------------------------------------------------------------------|
| one quart of <sup>good</sup> Whiskey<br>one ounce of gumba<br>Wackum<br>Salt Peter as long as it<br>will dissolve and mix<br>together. |
|----------------------------------------------------------------------------------------------------------------------------------------|

It needs no explanation. I thought the readers of the BULLETIN might be interested in seeing it.

ROSS HARDENBROOK.

Arapahoe, O. T.



## BUSINESS HINTS.

### A Pretty Good Adv.—

The accompanying advertisement is a little different from the usual run of display announcements. It effectually disposes of a theory common among people that all drugs are alike in quality,

There  
is  
a  
Great  
Difference  
in  
Drugs.

**MORE THAN MOST PEOPLE  
ARE AWARE OF.**

For instance: Common table salt costs 10 cents for a three pound bag at the grocery but the same thing, only purified, costs 27 cents a pound. Commercial Sulphuric Acid costs 2 cents while chemically pure costs 35 cents. Commercial Muriate of Ammonia costs 11 cents, but the chemically pure costs 55. So it is all along the list. For most purposes the regular is all right. A person would be foolish to pay 55 cents a pound for Muriate of Ammonia with which to fix his electric bell, but when it comes to using it medicinally then the best is none too good. The best is what you get when we fill your prescriptions.

**ANDREW R. CUNNINGHAM**  
264 Jos. Campau Avenue.

and that there is no sense in the action of the druggist in charging as much as he does for plain sodium bicarbonate used in prescriptions when a whole pound can be bought at the grocery for 8 or 10 cents.

### Making Customers of Physicians.—

Myron Puff (*American Druggist*) thinks that the most satisfactory policy in furnishing goods to physicians is to sell them at ten per cent advance rather than at cost. A good way of getting business is to deserve it. Use the very best chemicals, fluid extracts, etc., that can be had. The increased cost in each prescription is little, but the difference in quality is great. Make a specialty of stocking the new remedies as they appear, even if you buy small quantities. Send to every physician on your mailing list a card reading as follows:

We have ..... in stock and are prepared to fill your prescriptions for it.

The mailing list is a strong card if properly used. It is well to send at regular intervals, say

monthly, a short, to-the-point, easily-read note, the contents of which should interest the physician in you and your store. One might treat of some fine line of chemicals you use; another of the fact that you make a practice of testing the goods that you buy; another that you have just received the latest Dispensatory, and that it is at the doctor's disposal at any time; another that you test urine, and that you are in readiness to do it for him in case he should be too busy to do it himself. It increases business to have an employee to do detail work among physicians, presenting them from time to time with samples of N. F., U. S. P., or special preparations that you may wish to bring to their attention, and informing them of such business-bringing facts as that you are buying some particular line of goods direct from the manufacturer, thus being able to supply their patients at the lowest prices.

### A Prescription Adv.—

Here is another advertisement clipped from Andrew R. Cunningham's drug-store paper:

*"I like to have my  
Prescriptions compounded at  
Cunningham's."*

So said a customer of mine to a doctor recently "Everything there is so neat, clean and business-like, and you never hear any talking or giggling behind his prescription case." From the way our business continues to grow we know that the majority of the people appreciate a drug store that is conducted as ours is. The drug business is a serious business, and a drug store is the last place in which tom-foolery or non-sense should be tolerated.



### Kisses by the Quart!—

Minor E. Keyes, the Detroit druggist, is nothing if not ingenious. Some time ago he bought a large lot of candy "kisses" at a special figure, and this is the way he sold them: He filled his window with them, placed several quart cups full of kisses on the pile, and then hung up a legend containing this statement: "*Kisses at Ten Cents a Quart—Cheaper than Stolen Ones.*" The idea took. People thought they were getting a lot for their money, and anyway the idea was novel. Mr. Keyes cleaned out his big stock of kisses in a remarkably short time.



## A Stationery Advertisement.—

Here is an adv. clipped from "Items of Interest," the little drug paper which our friend Cooban, of Chicago, prints monthly. The announcement is suitable for reproduction in a newspaper:

## When Writing to Your Friends

You like to have the very best of stationery, don't you? If you are particular and have trouble in getting exactly the kind you desire in this line come in and give us the pleasure of showing you our exceptionally fine assortment of writing necessities. We shall be glad to do this even if you do not intend to purchase anything just now. We only want you to become acquainted with this department of ours.

**B. S. COOBAN & CO.,**  
359 W. Sixty-third Street.

## A Flag Day Advertisement.—

A Philadelphia druggist—William P. Herbst, of Pennsylvania Avenue and 25th Street, N. W.—got out last year a very neat folder apropos of Flag Day, which comes on June 14. The cover bore a picture of the old building in Philadelphia where Betsy Ross designed and made the flag which was afterwards adopted by Congress in June, 1776. The building is one of the places that visitors are now taken to. Another feature of the cover of Mr. Herbst's folder was a small silk flag fastened to the paper by means of a long pin which served also as the staff. The two inside pages of the folder were given up to a brief historical account of the origin and development of our national flag—information very interesting in nature, and sure to be read on Flag Day. The only advertising to be found in the folder was on the last page, which bore Mr. Herbst's announcement as pharmacist, and which spoke briefly of prescriptions, chemicals and drugs, soda water and other features of the store. The folder was  $3\frac{1}{2}$  by  $6\frac{1}{4}$  inches in size, and we have no doubt

that it proved a very successful advertisement. It contained information which was interesting and useful, and which would cause the folder to be kept at hand.

## A Dissertation on Ice Cream.—

There is a man by the name of Brannon down in Charlotte, N. C., who runs a handsome drug store, and who incidentally has a fine business in ice cream. Last year Brannon got out a neat 5 by 8 booklet advertising the latter product. It was chiefly made up of testimonials which he had received from pleased customers—not only from housewives, but from hotels, clubs, and in one instance even from the dining-car superintendent of a leading railway. If you read this booklet you will be convinced that Brannon's ice cream is altogether the most delicious stuff in sight! There is a preface of four or five pages in which Brannon talks about his ice cream, and this is the way he starts in:

When contemplating a social function, whether it be a card party, an afternoon tea or a wedding reception, no doubt the very perplexing question "what to serve" frequently confronts and perplexes you. If it's meats you want and decide upon, then "I pass," but if it's Ice Cream—well, I am the man you want to talk to. I'm a Consulting Specialist in this Avenue of Art. Ice cream is my business, my hobby, my one and only ambition in life. I think ice cream, talk ice cream, dream ice cream—a veritable monomaniac on the subject of ice cream.

Ice cream is my life.

I love to work in it—work with it—work for it—my whole being partakes of the nature of ice cream—my temperature rarely reaches normal.

## 1800 Glasses of Free Soda!—

Some time ago J. L. O'Hara, of Corning, N. Y., opened a new pharmacy, and in order to make the event a notable one, and to start the store off with a boom, he announced that free ice-cream soda would be served to all who came in during the opening evening. As a result 1800 glasses of free soda were dispensed! As may be guessed, the opening was thoroughly successful, and Mr. O'Hara's business was given an initiation which augured well for the future.

Good!—

Sorrell's Drug Co. recently got out a neat little folder advertising confectionery, and gave to it the very catchy title of "A SWEET SUGGESTION."



## PRACTICAL PHARMACY.

### Borated Talcum Powder.—

This may be prepared by mixing 8 ounces of powdered boric acid with 4 fluidrachms of oil of rose geranium, and when well mixed, incorporating with  $4\frac{1}{2}$  pounds of powdered talcum. This quantity of powder, says A. E. Hiss in *Merck's Report*, is enough for about 20 borated-talcum powder cans of the ordinary size.

A powder much finer and smoother and having an exquisite odor may be prepared as follows:

|                               |                        |
|-------------------------------|------------------------|
| Boric acid, impalp. powd..... | 4 ounces.              |
| Zinc stearate .....           | 4 ounces.              |
| Talcum, fine powder.....      | $4\frac{1}{2}$ pounds. |
| Oil jasmine .....             | 4 fluidrachms.         |

Mix the boric acid intimately with the oil, incorporate the other ingredients, and pass the mixture through a tolerably fine sieve.

Sifting will remove mechanical impurities, such as bits of wood and stone, which are almost always present in the talcum. It is necessary to use the impalpable boric acid to obtain a really fine and smooth mixture. The zinc stearate adds to the smoothness of the mixture, and makes it more adhesive to the skin. The oil of jasmine when of good quality imparts a very fine odor, but other oils and odorous substances may be used. For example, a small quantity of oil of lavender flowers or extract of white



ILLUSTRATED LABEL.—"Take one every half-hour until relieved."—  
Drawn for the BULLETIN by W. A. Humphries.



ILLUSTRATED LABEL.—"To be applied externally."—Drawn for the  
BULLETIN by W. A. Humphries.

rose may be added. Other odors will suggest themselves.

The fine violet talcum powder may be prepared by omitting the oil of jasmine, rose geranium, etc., in the above mixture, and adding instead 4 to 8 ounces of finely sifted orris-root powder and a small quantity of spirit of ionone.

### Regarding Lime Water.—

At a recent meeting of the Philadelphia College of Pharmacy Mr. Boring said that his method of manufacturing lime water was to make five gallons at a time, keeping it in half-gallon bottles, which are tightly stoppered, and the solution then filtered as wanted. Mr. William McIntyre declared that he followed the usual method of using the lime over again and marking the lots as they were decanted, and he thought that the second lot was better than the first. Mr. C. H. La Wall asserted that most pharmacists considered that as long as there was any precipitate in the stock bottle it could be employed for making lime water. Mr. Boring called attention to the fact that some pharmacists make up large quantities of lime water, dispensing it from containers which are not air-tight, and which they give away free of charge. This custom is to be deprecated not only on account of the worthlessness of the product, but because good lime water requires care in its preparation. Moreover, the pharmacist should be recompensed for his skill.

### Profitable Specialties at the Soda Counter.—

When you invent a novel and pleasing concoction get a few of your good customers to try it, and make some attractive signs and hang them in conspicuous places, says *The Soda Dispenser*. If it is a good combination of syrups, cooling and agreeable to the





TELLING 'EM ALL ABOUT IT.—This cartoon, clipped from the *Detroit Free Press* last year, is not without its application to pharmacy just at this season when so many valedictorians are before the footlights of the various pharmaceutical colleges of the country.

taste, it will only need a little pushing to make it popular. If it is a punch, serve small glasses of it as "coaxers" to your regular patrons free. It will soon build up its own trade, particularly if it is tart enough to be refreshing during the hot days. The general objection to these new fancy beverages is that they are more expensive than the usual run of drinks. But don't raise the price of them above the others if you want to make them popular. If you have a knack of inventing specialties it will prove profitable to you. Good beverages alone are not always sufficient to hold the public. They must have attractive novelties, palate-tickling dainties once in a while, and the man who puts up the best "special drinks" wins the trade. Be up to date in service; don't give a man a "new drink" in an ordinary soda glass. Serve it in a fancy tumbler; then he will think it tastes much better and appreciate it more.

#### An Incompatible Prescription.—

A very popular prescription, and we may say also a particularly efficient one in the treatment of inflammatory conditions of the mouth and throat, consists of equal parts of hydrogen peroxide and some antiseptic solution of the essential oils and camphors like eucalyptol. It is appropriate to call attention to the fact that hydrogen peroxide should not be dispensed with such antiseptic solutions as have an alkaline reaction, particularly those which contain carbonate or bicarbonate of sodium. The reason for this is patent: hydrogen peroxide is stable only in acid solution, and when combined

with alkaline liquids it rapidly decomposes, so that its efficiency is lost; furthermore, the gas set free will blow out the cork or burst the bottle. The latter result is particularly apt to follow if carbonates are present, as carbonic acid is also set free by the acid from the hydrogen peroxide solution.

#### Aromatic Elixir.—

The clarification of this elixir with precipitated calcium phosphate as directed by the Pharmacopœia is very tedious, as is especially noticeable in the preparation of quantities larger than five gallons. It has been suggested to H. A. B. Dunning (*Druggists Circular*) that the use of calcium carbonate as the filtering medium will obviate the difficulty to some extent. It is thought that there is no loss of strength or flavor by adopting the following method of preparing the elixir:

|                                     |         |
|-------------------------------------|---------|
| Compound spirit of orange.....      | 12 Gm.  |
| Sugar .....                         | 375 Gm. |
| Precipitated calcium phosphate..... | 15 Cc.  |
| Alcohol .....                       | 250 Cc. |
| Water .....                         | 560 Cc. |

Dissolve the compound spirit of orange in the alcohol in a suitable container. Add the precipitated calcium phosphate and distribute thoroughly by shaking; then add the water, and allow the mixture to stand for twenty-four hours. Filter, place the sugar in a percolator of suitable size and pour the filtrate over it, until the sugar is dissolved, and finally add a mixture of alcohol 1 pint and water 3 pints to make 1000 Cc.

It will be seen by comparison with the U. S. P. formula that there is no change made in the ingredients or their proportions; but an equivalent amount of sugar is used in place of the syrup.



A GROUP OF SOUTH AFRICAN DRUG TRAVELERS.—These men, photographed at the South African Medical Convention held in Cape Town last December, are the representatives of prominent drug houses scattered over the world. Reading from the left, the firms represented are P. J. Petersen & Co.; Oppenheimer, Son & Co.; Parke, Davis & Co.; Burroughs, Wellcome & Co.; Lennon Limited; Frederick Stearns & Co.; Mayer & Meltzer; Heynes, Mathew & Co.; and Alex. Cleghorn. The Parke, Davis & Co. traveler, standing the third man from the left, is J. Lawrence Buell.





AN A. PH. A. "SNAPSHOT."—These four representatives of the art and science pharmaceutic were bunched together against their protests at the last meeting of the American Pharmaceutical Association and made to look pleasant while the photographer did the rest. The scene was the upper deck of a boat out on the Straits of Mackinac, and the day was a windy one. Reading from the left, the men are Julian W. Baird, Dean of the Massachusetts College of Pharmacy; George W. Parisen, the well-known pharmacist of Perth Amboy, N. J.; O. M. Riley, M.D., Dean of the Barnes College of Pharmacy of St. Louis; and Dr. A. B. Lyons, the prominent pharmaceutical scientist of Detroit.

#### Cold Cream.—

The following formula has been used with great success by the Harold Pharmacy of Denver, Colo.:

|                     |             |
|---------------------|-------------|
| White wax .....     | 150 parts.  |
| Oil of vaselin..... | 600 parts.  |
| Water .....         | 240 parts.  |
| Soda borate .....   | 9 parts.    |
| Oil of rose.....    | sufficient. |

Dissolve the white wax in the oil of vaselin by the aid of heat not to exceed 140° F. Dissolve the borax in the water; then bring both mixtures to the same temperature, not to exceed 140° F. Pour the borax solution in a steady stream into the melted wax and stir continuously until cold. Then add the oil of rose. Keep in a cool place.

This formula, says S. T. Hensel in *The Spatula*, is an excellent one and will not become rancid.

#### Correct Dimensions for Powder Papers.—

To fold and fit correctly, powder papers should be  $3\frac{1}{4}$  times the depth and  $1\frac{2}{3}$  times the length of the powder box in which they are used. That is, for a box 3 inches long and one inch deep, the powder papers should be  $3\frac{1}{4} \times 5$  inches. The first fold or lap should be  $3\frac{1}{4}$  times the depth of the box in width, the second fold coming to the exact center of the finished powder, and the turned-over ends of equal length and with a space between these ends of the same length. That is, in a folded powder 3 inches long, each folded-over end would be 1 inch long and the space between these ends 1 inch also.

#### Gelatinization of Tincture of Kino.—

According to Edmund White (*Apoth. Ztg.*) the gelatinization of tincture of kino may be prevented by sterilizing the product for one hour in a current of steam. A tincture so treated remained liquid, even after standing a year and a half in a bottle stoppered only with a cork. On pouring a portion of this tincture into a dish, which was covered so as to exclude dust but not air, the liquid did not become viscous, even after a lapse of several weeks. A non-sterilized tincture, freshly prepared from some kino from which the other tincture was prepared, gelatinized completely within ten days, and lost its astringent taste entirely. The gelatinization of the kino tincture is hence believed to be entirely due to the action of microorganisms.

#### The Preparation of Elixirs.—

The danger of fire incurred in the process of making large quantities of elixir of iron, quinine, and strychnine, and of other solutions and elixirs containing alkaloids directed to be dissolved in alcohol by heat, may be avoided by adopting the following plan, says H. A. B. Dunning in the *Druggists Circular*. Taking quinine alkaloid in elixir of phosphate of iron, quinine, and strychnine as an illustration, the alkaloid should be rubbed with the cold alcohol to a homogeneous mixture, and poured into a large bulk of water acidified with the phosphoric acid. The strychnine alkaloid should be dissolved in acidified water by the aid of heat, and added to the solution of quinine phosphate.



ANOTHER A. PH. A. "SNAPSHOT."—Like the other photograph shown on this page, this one was also taken at the Mackinac meeting of the American Pharmaceutical Association last August. Reading from the left, the men are William T. Hankey, of Cleveland, Ohio; Lewis C. Hopp, President of the A. Ph. A.; George W. Voss, of Cleveland; and Charles R. Roth, of Canton, Ohio.



## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### *Cascara Aromatic.*

Here is a good formula:

Cascara sagrada, No. 40 powd.  $17\frac{1}{2}$  ounces av.  
 Calcined magnesia .....  $1\frac{3}{4}$  ounces av.  
 Water ..... 18 fluidounces.  
 Alcohol ..... 13 fluidounces.  
 Glycerin ..... 4 fluidounces.  
 Ext. of licorice, purified, N. F.  $4\frac{1}{4}$  ounces av.  
 Saccharin ..... 30 grains.  
 Oil of fennel..... 5 drops.  
 Diluted alcohol ..... sufficient.

Mix the first two ingredients very intimately, moisten with water, and macerate for several hours. Then pack the mixture in a percolator and allow to macerate for another period of about forty-eight hours; then add the alcohol and allow to macerate twelve hours longer. Now start percolation with diluted alcohol and continue until the drug is exhausted. The percolation is allowed to go on very slowly at first, the heavier portion being reserved to the amount of about 13 fluidounces and the remainder in succession to about 16 fluidounces. Recover the alcohol, commencing with the most dilute of the liquors, and evaporate until the whole is reduced to 12 fluidounces, including the glycerin: to this product add the extract of licorice, saccharin, and oil of fennel, the whole to measure 16 fluidounces.

An excellent formula for a liquid metal polish was printed on page 474 of the BULLETIN for November, 1903.

"Columbian Spirit" is a purified wood alcohol, and is claimed by the manufacturers to be entirely free from impurities.

### *Books on Soda Water.*

A. A. J.—"The Standard Manual of Soda and Other Beverages" is a good book. The author is A. E. Hiss, Ph.G., and the publishers are G. P. Engelhard & Co., 358 Dearborn Street, Chicago. Another guide is the "Soda Water Formulary," compiled by E. G. Eberle, Ph.G., and published by the Texas Druggist Publishing Co., of Dallas, Texas. Incidentally we might say to you that if you will send ten cents in stamps to the American Soda Fountain Co., 282 Congress Street, Boston, you will receive a "New Formula Book" containing much valuable information.

### *Soda Formulas.*

"Soda."—These will doubtless serve your purposes:

#### STRAWBERRY SYRUP.

Take several boxes of fine ripe strawberries and press their juice through a cloth. To each pint of juice add a pint of simple syrup and boil gently for an hour. Remove from the fire, and, when cool, bottle, sealing the corks. Serve, mixed with water to taste in glasses half-filled with crushed ice.

#### COFFEE SYRUP.

Mocha coffee .....  $\frac{1}{2}$  lb.  
 Java coffee .....  $\frac{1}{2}$  lb.  
 Boiling water ..... 1 gal.  
 Granulated sugar ..... 10 lbs.

Boil together, or pass through a suitable filter coffee-pot, until one gallon of infusion is obtained; let it settle and add the sugar.

#### APRICOT SYRUP.

Simple syrup ..... 3 quarts.  
 Apricot juice ..... 1 quart.  
 Soda foam ..... 2 ounces.  
 Citric acid solution.....  $\frac{1}{2}$  ounce.

Color orange.

#### CATAWBA SYRUP.

Simple syrup .....  $3\frac{1}{2}$  quarts.  
 Catawba wine ..... 1 pint.  
 Soda foam ..... 2 ounces.  
 Citric acid solution.....  $\frac{1}{2}$  ounce.

Color red.

### *Colored Inks for Rubber Stamps.*

J. L.—The usual rubber stamp inks are prepared with water-soluble aniline colors and glycerin. A good formula, which we have tested practically, is given by Dieterich:

#### BLUE RUBBER STAMP INK.

Aniline blue, water sol., I B. .... 3 parts.  
 Distilled water ..... 10 parts.  
 Pyroligneous acid ..... 10 parts.  
 Alcohol ..... 10 parts.  
 Glycerin ..... 70 parts.

Mix them intimately by trituration in a mortar. The blue should be well rubbed down with the water, and the glycerin gradually added. When solution is effected the other ingredients are added.

Other colors are produced by substituting for the blue any of the following: Methyl violet, 3 B, 3 parts; diamond fuchsin I, 2 parts; methyl green, yellowish, 4 parts; vesuvin B (brown), 5 parts; nigrosin W (blue-black), 4 parts. If a bright red ink is required, 3 parts of eosin BBN is used, but the pyroligneous acid must be omitted, as this would destroy the eosin. Other aniline colors, when used for stamping ink, require to be acidulated.



*Massage Creams.*

W. B. F.—Massage creams are of two kinds, those with a fatty basis and those with a casein basis. The latter is made by warming any desired amount of cow's milk, adding a small amount of ammonia water and allowing to stand for about twenty-four hours, when the fat may be skimmed off. To the remaining liquid, called the lacto-serum, add acetic acid until the casein is precipitated; collect the latter on a strainer and wash with water until it is no longer acid. The moist casein may be colored with solution of carmine, flavored with any handkerchief extract or essential oil, and preserved with some antiseptic agent such as 5 per cent of powdered boric acid and 10 per cent of glycerin, the latter also serving to keep the preparation soft.

The fatty creams are made somewhat like cold cream, but the water is omitted. This mixture is satisfactory:

Lanolin,  
Benzoinated lard,  
Sweet almond oil, of each equal parts.

Mix and flavor with oil of rose-geranium or other suitable odor.

*Solidified Liniment.*

T. P. K.—The National Formulary (page 73) gives a formula for a "solidified liniment" or solid opodeldoc, which may, by adding to it a sufficient quantity of tincture of capsicum, answer your purpose. Or you may employ the following formula from the U. S. Pharmacopœia of 1850:

Common soap, sliced.....3 ounces.  
Camphor .....1 ounce.  
Oil of rosemary.....1 drachm.  
Oil of origanum.....1 drachm.  
Alcohol .....16 ounces.

Digest the soap in the alcohol on a sand-bath until dissolved; add the camphor and oils, dissolve, and pour into broad-mouthed bottles.

*Mineral Oil.*

W. H. C.—"Mineral oil" is simply a commercial synonym for paraffin oil or ordinary petroleum. Some years ago Dr. W. C. Alpers recommended its use in the preparation of cold cream, and declared that it resulted in a far more stable and satisfactory product than the almond oil directed in the Pharmacopœial formula. In using paraffin oil for such purposes, however, care must be taken to select the best quality, entirely free from odor and color.

*Condition Powders.*

W. B. P.—Here is a formula for which the *Pharmaceutical Era* awarded a prize some years ago:

Powdered gentian .....2 ounces.  
Powdered saltpetre .....½ ounce.  
Powdered sulphur .....2 ounces.  
Powdered resin .....1 ounce.  
Powdered fenugreek .....1 ounce.  
Powdered ginger .....2 ounces.  
Powdered Cayenne pepper.....1 ounce.  
Powdered black antimony.....2 ounces.  
Powdered flaxseed .....5 ounces.  
Powdered elm bark.....5 ounces.  
Powdered bloodroot.....1 ounce.  
Powdered copperas .....5 ounces.  
Powdered sodium sulphate.....4½ ounces.

Triturate the ingredients to a fine powder and mix. Use a dessertspoonful twice a day in the feed.



A HISTORICAL PHARMACY.—This picture is one which will prove of particular interest to all graduates of the Philadelphia College of Pharmacy. Mr. Robert C. Brodie, the gentleman seen standing in front of the door, enjoys the proud and unusual record of having been in business on this corner, and in this identical pharmacy, for fifty-six years. The location is Twentieth and Callowhill Streets; and though the store has been somewhat modernized since this picture was taken twenty-five years ago, Mr. Brodie, now eighty years "young," has changed very little during the interim. Mr. Brodie was graduated from the Philadelphia College of Pharmacy in 1844 after he had finished an apprenticeship with William Riddle at the corner of Eleventh and Arch Streets. Soon thereafter he began business at Twelfth and Spring Garden Streets, and in 1848 moved to his present location. His pharmacy has throughout its entire history been one of the landmarks of Philadelphia. Mr. Brodie has always been prominent in the affairs of his alma mater, and is now the oldest living member of the college. For eight years, too, he was treasurer of the Philadelphia Wholesale Drug Co. He celebrated his eightieth birthday the 25th of last month, and formally retired from active business a few days since.



*Elixir of Lactated Pepsin.*

J. A. H.—We have not been able to find such a formula as you desire, but why not start with the following as a basis, adding to it the ingredients which you mention?

|                                                  |                |
|--------------------------------------------------|----------------|
| Pepsin, soluble scales.....                      | 75 grains.     |
| Pancreatin, pure .....                           | 8 grains.      |
| Diastase .....                                   | 8 grains.      |
| Lactic acid .....                                | 20 minims.     |
| Hydrochloric acid .....                          | 40 minims.     |
| Glycerin .....                                   | 4 fluidounces. |
| Water .....                                      | 2 fluidounces. |
| Tincture of cudbear, N. F.....                   | 2 fluidrachms. |
| Talcum, purified .....                           | 120 grains.    |
| Aromatic elixir, enough to make 16 fluid-ounces. |                |

Add the acid to the water and glycerin, and to this mixture add the pepsin, pancreatin, and diastase, and macerate until apparently dissolved; then add the tincture and aromatic elixir; thoroughly incorporate the purified talcum and filter.

*Root Beer Extract.*

F. C. R.—Try this formula:

|                                      |
|--------------------------------------|
| 1 pt. fluid extract of sarsaparilla. |
| 2 oz. fluid extract of calamus.      |
| 4 fl. dr. oil of sassafras.          |
| 1 fl. dr. oil of wintergreen.        |
| 1 fl. dr. oil of anise.              |
| 1 pt. alcohol.                       |
| 2 pt. sugar color.                   |
| Water enough to make 1 gallon.       |

Mix the caramel with 2 pints of water, add the fluid extracts, then the oil previously mixed with the alcohol, and finally enough water to make 1 gallon.

*Solution of Iron Peptonate and Manganese.*

L. P. B. & Co.—A formula for this product was printed on page 43 of the BULLETIN for January, 1903. Another formula is the following, adapted from "Dieterich's Manual:"

Dissolve 24 grammes of iron peptonate in 200 parts of hot distilled water. Cool quickly and add 200 Cc. of syrup. Dissolve 36 parts of manganese peptonate (containing 4 per cent  $Mn_2O_3$ ) in about 200 Cc. of warm water and mix with the former solution. Dilute 10 Cc. of caustic soda solution (sp. gr. 1.17) with 90 Cc. of distilled water, and with it render the first solution slightly but distinctly alkaline. Now add 96 Cc. of 94-per-cent alcohol, 4 Cc. of tincture of Ceylon cinnamon (20 per cent), 4 Cc. of tincture of vanilla, 0.5 Cc. of acetic ether, and finally enough water to make 1000 Cc.

Regarding your difficulty in filtering this product, we may say that purified talcum will prove a satisfactory filtering medium.

*Regarding a Saturated Solution of Potassium Iodide.*

G. W. L.—We can see no therapeutic objection to the administration of a saturated solution of potassium iodide. Certain it is that this is the form most often prescribed by physicians. Its convenience is its excuse. One drop of the solution is equivalent to one grain of the salt; and this fact enables the physician to increase the dosage grain by grain by increasing the administration a drop at a time, which is the system ordinarily employed in the use of the drug. Physicians always enjoin patients to take the solution in either milk or water, so that it cannot be urged that the salt reaches the stomach in too concentrated a form.

*Removing Chicken Lice from Coops.*

W. E. B.—We take it for granted that you want to remove lice from chicken coops, and for that purpose the following formula is suggested:

|                           |                 |
|---------------------------|-----------------|
| Carbolic acid, crude..... | 1 fluidounce.   |
| Water .....               | 15 fluidounces. |

Wash the woodwork with this mixture and sprinkle in the nests and on the floor.

*A Liquid Soap.*

R. A. P.—Try the following formula:

|                                    |                 |
|------------------------------------|-----------------|
| Potassa soap, white.....           | 11 ounces av.   |
| Glycerin .....                     | 8 fluidounces.  |
| Simple syrup.....                  | 7½ fluidounces. |
| Alcohol .....                      | 4 fluidounces.  |
| Oil of bergamot.....               | 1 fluidrachm.   |
| Oil of sassafras.....              | 40 drops.       |
| Oil of cassia.....                 | 20 drops.       |
| Oil of rose geranium.....          | 20 drops.       |
| Oil of wintergreen.....            | 20 drops.       |
| Oil of cloves.....                 | 10 drops.       |
| Oil of citronella.....             | 10 drops.       |
| Oil of mirbane or bitter almonds.. | 10 drops.       |
| Tincture of musk.....              | 1 fluidrachm.   |

Mix, allow to stand a few days, and filter.

*A Glycerin and Heroin Compound.*

A. J. McN.—We are not in position to give you formulas for the proprietary preparations mentioned, but in general it may be said that these products contain the following substances: Heroin, ammonium hypophosphite, hyoscyamus, white pine bark, balsam tolu, aromatics, and glycerin. You might experiment with this data at your disposal.



*Basham's Mixture.*

P. T. F.—It is important in the preparation of this product that the solution of ammonium acetate be not alkaline, so that, upon addition of the diluted acetic acid, an excess of the latter shall be present, to avoid the formation of basic ferric acetate when the tincture of ferric chloride is added. If this precaution is not observed, trouble will be experienced in manufacturing Basham's mixture.

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*Two Questions.*

F. C. B.—Remington's "Practice of Pharmacy" is published by the J. B. Lippincott Co., of Philadelphia.

Cowhage is rarely used in medicine. The spicula of the fruit are said to possess powerful vermifuge properties, and act mechanically by penetrating the worms. There can be no reasonable doubt of the efficiency of the drug in this respect, but the remedy is so disagreeable that it has passed out of vogue.

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*Short Answers.*

J. F. R.—An excellent article on the subject of flavoring extracts, giving formulas for a considerable number of products, and offering useful advice generally, was printed in the April and May BULLETINS, 1902. It was from the pen of Prof. W. L. Scoville. Copies will be sent you at 10 cents each.

A. L. G.—An excellent formula for the elixir of glycerophosphates of lime and soda was printed on page 434 of the BULLETIN for October, 1903. A formula for solution of peptonate of iron and manganese will be found elsewhere in this department this month.

M. M.—We have not been able to find a formula for such an ice-cream product as you mention. Regarding the treatment of wheat for poisoning crows, we are of the impression that strychnine is usually employed by itself. A solution of the chemical is used.

J. McC.—Aerated waters are not used much in this country. They are essentially a British product, and you could find out more about them by addressing a query, say, to the *Chemist and Druggist*, 42 Cannon Street, London, E. C.

H. W. G.—We regret our inability to inform you concerning the nature of the bases used in the pro-

prietary articles which you mention. Why not experiment with the N. F. formulas? Also look up previous files of the BULLETIN.

O. F. K.—A method for silvering mirrors was printed on page 350 of the BULLETIN for August, 1903. If, however, you want merely to paint the back of the mirror over the silvering, almost any paint would probably do.

G. F. D.—Just such information as you require concerning soap liniment will be found in an article contributed elsewhere to the present issue of the BULLETIN by H. C. Bradford, and entitled "Two Improved Formulas."

G. M. C.—The department of "Queries" is meant to be coöperative in nature, and we could only answer your request by giving all the information in the case in order that others as well as yourself might profit by it.

A. J. H., Jr.—The manufacture of printing ink is practically a trade secret, and no reliable formulas are available. Moreover, the product could be purchased much cheaper than it could possibly be made.

A. B. McB.—Oil of spikenard is an oil secured from the drug of that name. The drug itself is rarely met with in commerce, and the oil is not listed in any of the manufacturers' catalogues.

R. C. B.—We fear that you cannot possibly remedy your accidental coloring of camphorated soap liniment by nigrosin. Anything which would decompose the nigrosin would ruin the liniment.

G. D. C.—Please read the rules printed over this department. So many demands are made upon our time and facilities that we are compelled to restrict our services to subscribers only.

T. E. J. & Co.—There is no chemical method by which you could easily determine the quantities of the ingredients in the insecticide which you mention.

E. P. M.—A method of coloring billiard balls was printed on page 528 of the BULLETIN for December, 1903.

J. N. S.—The subject of photographic paste was covered in this department on page 42 of the January BULLETIN.

B. H. J.—"Liquid smoke" is simply a trade name for commercial creosote, used in the preservation of meat.

O. F. J.—We have not succeeded in finding such a formula as you desire.



## THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."

### Contributed Formulas.

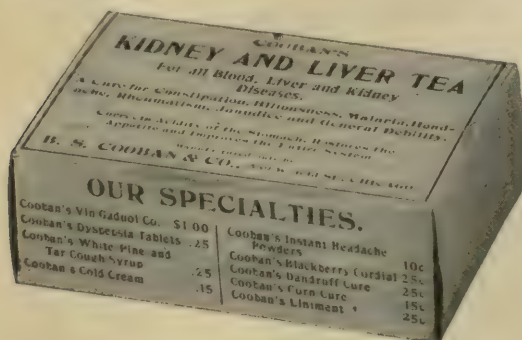
#### KIDNEY AND LIVER TEA.

(C. W. A., California.)

|                                    |               |
|------------------------------------|---------------|
| Alexandria senna, cut.....         | 40 ounces av. |
| Couch grass, cut.....              | 16 ounces av. |
| Licorice root, peeled and cut..... | 18 ounces av. |
| Coriander seed, bruised.....       | 8 ounces av.  |
| Aniseed, bruised.....              | 4 ounces av.  |
| Lavender flowers.....              | 2 ounces av.  |
| Cream of tartar.....               | 4 ounces av.  |

Mix well.

In some localities a tea of this character is in great demand, and the druggist can just as well sell his own preparation, with profit to himself and benefit to his customer. We think the formula of C. W. A. a very good one—in fact, good enough to add to our list; and we reproduce the carton just gotten out for the purpose.



Carton for herb tea.

This carton is  $4 \times 3\frac{3}{4} \times 1\frac{1}{2}$  inches, made of white board and printed in plain black on four sides. The face of the package contains descriptive matter; the back has directions in English and German, and on the two sides is a list of our special preparations with prices. Here are the printed directions for the use of the tea:

Heat a teacup by filling it with boiling water; then throw

the water out, put in a heaping teaspoonful of the medicine, and fill the cup with boiling water. Drink this amount at bedtime each night. Allow the tea to stand at least fifteen minutes before drinking it, so that the heat will draw the strength from the herbs. In cases of headache, etc., where the patient does not wish to wait until bedtime, take the tea half an hour before dinner or supper.

#### EMULSION OF COD-LIVER OIL.

(Paul V. McCoy, Minot, N. D.)

|                             |         |
|-----------------------------|---------|
| Cod-liver oil .....         | 400 Cc. |
| Sherry wine .....           | 200 Cc. |
| Salicylic acid .....        | 1.5 Gm. |
| Dilute phosphoric acid..... | .50 Cc. |
| Glycerin .....              | 100 Cc. |
| Powdered tragacanth .....   | 16 Gm.  |

Make an emulsion.

Mr. McCoy says this formula produces an ideal emulsion—elegant, stable, and palatable.

#### A GOOD INSECTICIDE.

(Frank W. Hain, Newark, N. J.)

|                               |                 |
|-------------------------------|-----------------|
| Corrosive sublimate .....     | 10 ounces av.   |
| Wood alcohol .....            | 10 pints.       |
| Muriatic acid, commercial.... | 10 fluidounces. |
| Carbolic acid .....           | 10 fluidounces. |
| Copper sulphate .....         | 10 ounces av.   |
| Water, enough to make.....    | 5 gallons.      |

Mix and make solution.

Mr. Hain recommends this formula very highly, remarking that he has had a great sale on it. He uses a lithographed label printed in red.

### Cosmetic Jelly; Marquise Creme; Orange Flower Skin Food.

E. P. McC.—Formulas for these preparations were published in the BULLETIN, vol. xvi, page 159. As the BULLETIN Family has been growing very rapidly of late, however, we reprint them for the benefit of the newcomers:

#### CREME MARQUISE.

("Qui Vive.")

|                          |                             |
|--------------------------|-----------------------------|
| White wax .....          | $\frac{1}{4}$ ounce.        |
| Spermaceti .....         | $2\frac{1}{4}$ ounces.      |
| Oil of sweet almond..... | $2\frac{1}{2}$ fluidounces. |
| Rose water .....         | $1\frac{1}{2}$ fluidounces. |
| Oil of rose.....         | 1 drop.                     |

Melt the wax and spermaceti, add the oil of almonds; heat slightly, remove from heat, add rose water and rose oil, and beat until creamy.

This preparation has a great reputation in Chicago, but is a little too hard, particularly in cold weather. The cold cream of the U. S. P. is more satisfactory for winter use.



## ORANGE FLOWER SKIN FOOD.

("Qui Vive.")

|                          |                |
|--------------------------|----------------|
| Spermaceti .....         | ½ ounce.       |
| White wax .....          | ½ ounce.       |
| Oil of sweet almond..... | 2 fluidounces. |
| Lanolin .....            | 1 ounce.       |
| Cocoanut oil .....       | 1 ounce.       |
| Tincture of benzoin..... | 3 drops.       |
| Orange flower water..... | 1 fluidounce.  |

Melt the first five ingredients in a porcelain pan, remove from the fire, add the tincture benzoin and orange flower water, and beat until cold and uniformly smooth and creamy. A few drops of oil of neroli improves the odor, and will be found an advantage.

The formula for Cosmetic Jelly will be found elsewhere in answer to another inquiry. This jelly we put up in a two-ounce German cream bottle.



A neat package for a skin cream. (See formula on opposite page.)

The skin food and the cream we put up in two-ounce tall opal jars, with nickel or aluminum screw-tops. The package is shown in the accompanying illustration.

*Tragacanth Cream.*

W. E. F.—This preparation will keep well with witch-hazel and glycerin. The following will be found a good formula:

## COSMETIC JELLY.

|                  |                |
|------------------|----------------|
| Tragacanth ..... | 30 grains.     |
| Rose water ..... | 7 fluidounces. |
| Alcohol .....    | ½ fluidounce.  |
| Glycerin .....   | ½ fluidounce.  |

Macerate the tragacanth in the rose water for twenty-four hours, strain through muslin with pressure, add the glycerin and alcohol, and then mix thoroughly to obtain a clear smooth mixture free from lumps.

Witch-hazel may be substituted for the rose water, or any desired perfume added.

*Face Powder; Quinine Hair Tonic.*

E. B. B.—On page 480 of the BULLETIN for November, 1903, you will find a formula for a face powder that has given good satisfaction. Use only the finest material (Mallinckrodt's or Hubbock's zinc oxide), mix carefully, run through the sieve at least twice, and the product will answer all the requirements of a good face powder.

You will find on page 525 of the BULLETIN for December, 1903, a formula for a quinine hair tonic that we have used for a number of years, and found very satisfactory. However, here is another good one that may be better suited to your requirements:

## EAU DE QUININE.

|                                                                  |                |
|------------------------------------------------------------------|----------------|
| Quinine sulphate .....                                           | 60 grains.     |
| Tincture of cantharides.....                                     | 2 fluidounces. |
| Tincture of orris root (2 ounces<br>to the pint of alcohol)..... | 2 fluidounces. |
| Cologne .....                                                    | 8 fluidounces. |
| Cologne spirits .....                                            | 8 fluidounces. |
| Water .....                                                      | 8 fluidounces. |
| Tincture of cudbear, enough to color.                            |                |

Dissolve the quinine in the cologne and spirits, add the tinctures, coloring and water, let stand a few hours, and then filter clear and bright. Enough coloring should be added to give a bright red color. More perfume may be added to suit.

*Sarsaparilla; Celery Compound; Violet Ammonia.*

G. H. P.—Spring medicines were discussed by the writer pretty thoroughly in the BULLETIN for January, 1902. Formulas, window displays, and advertising—all were considered. It is not difficult to construct a formula for this class of remedies, keeping in mind the fact that people expect results; therefore use enough senna or some other cathartic to start the bowels, not violently, but just a little. What is needed is a "cleaning out;" people will feel better and your remedy will be "great stuff!" Enough fluid extract of celery seed may be added to flavor the product, if desired, and you have a celery compound.

You will find a formula for violet ammonia on page 181 of the BULLETIN for March, 1903.

*Shampoo Bottle and Label.*

O. D. & Co.—The bottle illustrated in the March number is a six-ounce Paris square with gilt sprinkler top. We buy it of A. M. Foster & Co., 120 Lake Street, Chicago. The label was lithographed by the Chicago Box and Label Co., 226-230 Lake Street, Chicago.



*Cooling Cream; Blackberry Brandy.*

M. M.—The sample of cooling cream made from our formula which you sent for examination does not have the body that it should. Possibly you did not cook the glycerin and starch enough. The heat must be continued until all the starch granules are broken and the whole becomes very thick and has a translucent appearance; otherwise the product will be sticky. The quantity of glycerin can be cut down, of course, as you may wish. Three hours is long enough to macerate the quince seed; most if not all of the mucilage will be extracted in that time, and longer maceration seems to darken the mucilage.

Blackberry brandy, as found in the market, is made by mixing grape brandy with a cherry juice imported from France, the proportions varying according to the price to be obtained. A rectifier's license is required for mixing liquors.

*Cough Syrup for Children.*

J. & G.—A cough syrup intended for children's use should be as simple as possible, and should not contain opium. The following is a good sedative mixture:

|                                    |                |
|------------------------------------|----------------|
| Ammonium bromide .....             | 1 ounce av.    |
| Tincture of sanguinaria.....       | 3 fluidrachms. |
| Tincture of hyoscyamus.....        | 1 fluidounce.  |
| Syrup of ipecac.....               | 1 fluidounce.  |
| Water .....                        | 3 fluidounces. |
| Syrup of tolu, enough to make..... | 1 pint.        |

Dissolve the bromide in the water, add the tincture and filter; to the filtrate add enough syrup of tolu to make one pint.

This may be given to children in doses of 15 drops to one teaspoonful, at intervals of two to four hours.

You will find in this department of the March number a formula for a solution of chlorides to be used for disinfecting purposes. The oil of lavender may be omitted if desired.

*Madame Qui Vive's Book.*

Custom House Pharmacy and Others.—"The Woman Beautiful," by Madame "Qui Vive," is published in Chicago by Stevens and Handy, at one dollar a copy. An order addressed to the Madame, care of the *Record-Herald*, or to E. H. Colgrove, medical book dealer at 65 Randolph Street, will bring a copy.

*Beauty Specialist.*

Mrs. M. H. W.—You will find the orange flower skin food, mentioned elsewhere, a good massage cream for the purpose you wish. In preparing creams to be used on the face or neck, you must use great care in selecting your material. Everything must be pure and fresh; otherwise your creams will irritate instead of soothe. Use no mineral oils or animal fats, such as vaselin or lard, as they are liable to produce a fuzzy growth; even mutton tallow is said to produce this growth. Use none but vegetable oils. Peanut oil is sold a great deal for oil of sweet almonds: look out for it.

Cocoa butter is soothing and healing, and is used a great deal for chapped hands and face. It is well to remember that some skins will not stand glycerin at all, and in such cases cocoa butter or cold cream must be used. You will find Madame "Qui Vive's" book, "The Woman Beautiful," mentioned elsewhere, a good investment, and just what you need in starting out as a specialist. Get the last edition.

*Roach Powder.*

F. W. H.—You will find on page 393 of the BULLETIN OF PHARMACY for September, 1903, an excellent formula for roach powder, contributed by W. D. Hart. Oil of cedar may be added to insect powder as a roach destroyer, possibly increasing its efficacy, as the oil is used largely for this purpose.

*Bottles for Hair Tonic.*

D. R. D.—We use a three- and six-ounce Paris square with gilt sprinkler top, and then employ a lithographed label.

*Rum and Quinine Hair Tonic.*

J. H. H.—This formula was published in 1902, and again on page 525 of the BULLETIN for December, 1903.

G. J. P. Co.—The products for bleaching the face contain corrosive sublimate, and we do not consider them safe preparations to handle.

L. P.—We are not in position to give you a formula for a vaginal suppository.

G. J. P. Co.—We cannot give you the formula for resinol.



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## THE BULLETIN OF PHARMACY

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## EDITORIAL.

### N. A. R. D. ISSUES.

President Pritchard, in a characteristically forceful article in the *Western Druggist*, touches trenchantly upon some of the live issues of the National Association of Retail Druggists. Written between the lines from beginning to end is the statement that the N. A. R. D. has gained the power to enforce compliance with its demands and that this power will not be spared if its employment becomes necessary. The time has come when the game of double purposes must be abandoned.

From a number of directions the N. A. R. D. is not getting the loyalty and support which it deserves. There are large jobbers "who are, more or less clandestinely, supplying the trade demoralizers everywhere, while still soliciting the business of the loyal trade. These firms will be clearly pointed

out at the forthcoming convention, and such action taken, if I mistake not the feeling of the country generally, as will make them mend their ways or hide their heads to escape the storm that shall rage around them."

But it is not only a few jobbers who play fast and loose with their obligations to the national association. "There are manufacturing pharmaceutical houses, of alleged eminent respectability, that are not only utterly ignoring the provisions of Resolution C, but are, either directly or through their salesmen, keeping in touch with honest houses that turn down trade because of their loyalty to the N. A. R. D., and then immediately swooping down and gathering this business unto themselves. Is it probable that the next convention will sit quietly and smile upon such people? Scarcely."

Another question that demands settlement is the position of the grocery jobber in the proprietary trade. It is too often the case that the local grocers defeat the organized efforts of the druggists' association; and a loophole is thus presented in the battlement which must be effectively blocked. "There are entirely too many listed distributors in that line of trade," says Mr. Pritchard, "and there has been too much laxity among drug jobbers in selling to those grocers who are not listed.

But not all of the unsatisfactory conditions facing the N. A. R. D. are on the outside: some arise from the retailers within the pale. And Mr. Pritchard is not less determined that the members of his own branch of the trade shall suffer for their indifference, and their unwillingness to bear the common burdens, than that some punishment shall be meted out to the jobbers, proprietors, and manufacturers who fail to discharge their obligations. It is a crying shame when the very men whom the N. A. R. D. cause is designed to benefit lie back in their easy chairs, hold their money down in their pockets, and take no action, or contribute no funds, to help a movement which promises so much for them in a thousand ways. Mr. Pritchard intimates that the time has nearly come when "such barnacles



upon the ship" should be ruthlessly swept off and the vessel relieved of its burden and hindrance. Already in his own local association, that at Pittsburgh, men of this stamp are "cut off from participation in any or all special benefits, such as particular offers, free goods, advertising by the proprietary medicine concerns, and such other advantages as are presented to the trade from time to time."

#### LET THE RETAILER SPECIFY WHAT HE WANTS!

A recent editorial in the *National Druggist* deserves more than a passing thought. With commendable directness and uncommon force it touches upon a question which, though of vital importance, has heretofore received very little or no attention in print. Let the retailer specify what brand of goods he wants when ordering of his jobber, and then let him insist upon having his specification honored to the letter: this is the burden of Editor Strong's message.

The pharmacist's reputation and standing as a professional man depend largely upon the character of the medicaments which he handles and dispenses. Furthermore, the pure-drug investigations of the past year or two, increasing in number and frequency, point clearly to the fact that the pharmacist is more and more being held legally responsible for the purity and efficacy of his goods. How, then, in the face of this double necessity, may he assure himself that his wares are in every respect commendable? In two ways: he may subject them to analysis and thorough examination, and he may buy the goods of manufacturers whose skill and reputation are an adequate guarantee of purity and excellence.

Theoretically the statement is not open to question that the pharmacist should determine the character of every article by a personal test or assay. He is taught to do this in the colleges; he is constantly urged to do it in the journals; it is truly a part of his professional function, and the duty will be generally performed in a future day when the calling has reached a higher stage of evolutionary development. Meanwhile there is no use in blinking the fact that the pharmacist who tests all his agents is the exception rather than the rule; granting this, it is clear that the only assurance which the druggist of to-day can have regarding the purity and excellence of his goods is the assurance yielded by the label of a high-minded, scientific, and thoroughly-equipped manufacturing house.

How important is it, then, that the retailer in ordering supplies of his jobber should specify what brand of chemicals or pharmaceuticals he wants, and should then insist that his specification be honored! The great majority of jobbers will honor specified orders without hesitation or comment; and the key to the whole situation is therefore to be found in the injunction: *Let the buyer specify what he wants*. If he doesn't, how can he severely blame the jobber for sending something which yields him a better profit? There are lots of retailers who have no trouble whatever with the jobber. They know what they want; they ask for it; and they are pretty sure to get it.

#### COMPULSORY GRADUATION.

The establishment in New York State of compulsory graduation in pharmacy calls attention to the initiation and progress of the same movement in medicine. If we mistake not, the first law compelling physicians to be graduates of medical schools was enacted not more than thirty or forty years ago—at any rate after the Civil War. And though the lead has since been followed pretty generally by the different States, the assertion will bring surprise to many observers that up to this time only thirty of the forty-six States and Territories in the United States proper demand both an examination and a diploma from the candidate for medical graduation. Of the remaining sixteen States, eleven require an examination only, while the other five will accept a diploma in lieu of an examination.

From a pamphlet issued by Dr. Arthur J. Cramp, of St. Joseph, Mo., it would appear that the thirty States which have so far taken the step are in general the Eastern States with the exception of Massachusetts, the Southern Atlantic Coast States, the Middle Western States north of Kentucky, the Northwestern States except North Dakota and Wyoming; and Washington, Utah, Arizona, and California. The States which do not demand a diploma, but which still insist upon an examination, are Texas, Arkansas, Mississippi, Alabama, Tennessee, West Virginia, Missouri, Kansas, North Dakota, Massachusetts, and Oregon; while the States which have so far been willing to waive the examination if a diploma is forthcoming are Kentucky, Wyoming, Colorado, New Mexico, and Nevada. It is only matter of common remark that the medical profession has been vastly improved



in dignity and in public service by the higher educational standards which the last generation or two has established; and it may be added that until both an examination and an accredited diploma are uniformly demanded in every State in the Union the profession will not succeed entirely in throwing off the shackles which prevent it from rising to its heritage.

Much the same history will be gone through with in pharmacy. At the outset prejudice will hamper the movement for compulsory graduation, but time and experience will bring a spirit of toleration and even sympathy, and it may be expected that other States will follow the lead of New York within a few years. The rate of progress in medicine would indicate that fifty or even a hundred years will elapse before the evolution is complete, but that it will in time proceed to its culmination seems reasonably certain. Then will pharmacy attain its own as medicine is doing. Rome was not built in a day, but it would never have been built at all had the beginning not been made.

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#### DOES IT PAY?

Different men hold different opinions: this fact is commonplace enough, but it may nevertheless be repeated as a prelude to what shall follow in the presentation of a somewhat unusual view concerning the soda fountain. Charles H. McConnell, proprietor of the Economical Pharmacy in Chicago, "the big drug store" whose average daily business exceeds a thousand dollars, doesn't believe the fountain is a paying investment, and this is the way he figures it out:

"There are 160 days in the winter when no business at all is done, when your money is earning nothing, and when, moreover, you are paying rent for a large portion of the store which is of no use to you. There are 160 days in the summer when the fountain is in operation, but 120 of these are indifferent days when the running expenses are scarcely paid. The remaining 40 days—the really hot days of the season—are good ones; a large business is done; the fountain is kept humming. But in these 40 days you must make a year's profit. You must, in other words, do enough in one day to last seven. It cannot be done—it isn't possible."

The majority of druggists will not be willing to accept Mr. McConnell's view of the case. Nevertheless it is interesting: it is suggestive. Doing business on a large scale; figuring closely; demand-

ing that each department shall stand on its own legs, he found in his experience that the space occupied by the fountain could be utilized in other ways to better advantage. But the experience of others, again, will point to a different conclusion. Doubtless some druggists are deceived into thinking the fountain profitable to them, but there are also thousands of others who know from close and accurate calculation that it is one of the best money-making features of their business. Many a druggist, developing his soda fountain trade to the utmost, makes it pay all his store expenses for the entire year. This, it must be admitted, is a very satisfactory result, and incidentally it may be remarked that here is a good goal to keep before one's eyes in conducting a fountain.

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Readers of the BULLETIN very properly look upon themselves as members of our coöperative league—The BULLETIN Family—and they often write and ask one another for booklets or circulars which they see mentioned in the journal, inquire for fuller information concerning a formula or scheme which has been contributed to our pages, or request some other favor of like nature. This is as it should be. It pleases us to put our subscribers in the way of being of the utmost mutual benefit to each other. But in asking such favors one should always send stamps sufficient to defray the return postage. Recently a druggist who had described an uncommonly good advertising booklet in the BULLETIN said he got upwards of 50 requests for copies of it; and while he was glad to be of service to his fellow readers, he was somewhat surprised to note that only ten of them had been considerate or thoughtful enough to enclose postage!

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The druggists of the third district of New Orleans have agreed to close their places of business at an hour not later than 9 P.M. on week days, Saturdays excepted, and not later than 8 P.M. on Sundays—an action brought about by the drug clerks' association.

---

There is only one sure method of keeping a secret, and that is to forget it. If you remember it you are quite sure in a moment of confidence to betray yourself into divulging it to some one, and then—presto! the thing has gotten wings and flown away!



## THE OBSERVER'S COLUMN.

---

"Oh, don't talk to me about the lack of opportunity offered to drug clerks. I'm sick of all the cant that has been said and written on this subject!"

The Observer was unprepared for this explosive assault, and for a minute the wind was entirely out of his sails. He and the Proprietor had been chatting peacefully of various things, and some remark had been made to the effect that the salaries were so low in clerkdom, the hours so long, and the opportunities for advancement so meagre, that good men were inclined to pass the occupation by and enter some other line of activity.

"Don't I know?" the Proprietor went on belligerently. "Haven't I seen clerk after clerk go to sleep on his opportunity? Aren't most of them entirely to blame for their own humble lot? You can't tell me that they have no chances. I know better."

The Observer shrewdly suspected that personal experience lay behind the Proprietor's severe indictment, and so he put the question:

"Why, you talk as if you had been disgusted with clerks in your employ."

"Disgusted is no name for it. Listen: for the last two years I have been trying to find a clerk whom I could depend upon to manage this store so that I could branch out and buy another. If I could get the right man I would make his salary twenty dollars a week and give him a part interest in the store. If things were to go well, and a third store added to the business, it would be a nice thing for him, for me, and for everybody concerned.

"Of course this is all more or less tentative. My plans aren't fully matured. And I haven't felt free to tell my clerks just what the possibilities are, but if one of them had suited me, had shown a disposition to make himself useful and even indispensable, had developed some capacity for handling and managing things, I'd have gone the next step pretty soon. I have had four senior clerks in the last three years. I have given every one of them more than the average salary; I have been easy as to hours; I have promised two weeks annual vacation with full pay; and I have told them all that I would advance their salaries just as soon as they were worth more to me.

"There was every incentive for them to get a hustle on and do their best. Did they do it? Not

on your life. They took the generous salary I gave them (generous for a drug clerk) and apparently made up their minds they had a good thing—either that or else they simply lacked the energy or the capacity to push ahead and make something of themselves. They lay back in the harness like a lazy horse! All of these clerks were nice fellows; they all had good traits; but they were sorrowfully lacking in that quality, whatever it is, which leads a man to make the utmost of every possibility and demand success with an authority which simply cannot be denied."

"But they didn't know that you had anything better in view for them, and they ought not to be judged too severely," put in the Observer, making a lame effort to find an excuse for the clerks.

"That's no excuse," quickly declared the Proprietor—"no excuse at all. Every man, whatever the prospects of his own immediate position, owes it to himself that he do the very best work of which he is capable—that he make himself of the greatest possible value and usefulness. This develops a capacity and a character which will determine his success throughout his entire future, whereas, on the contrary, the opposite habit of ease and indifference grows upon him with insidious rapidity and undermines the whole structure.

"Moreover, a clerk who makes himself indispensable, even though he fancy himself more or less hidden, is sure to be discovered. You can't keep a good man down. If his present employer won't do the square thing by him somebody else will come along and gobble him up. Good men are so scarce that the demand always exceeds the supply, and every employer is always on the still hunt for Ability, Willingness, and Industry."

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John D. Park & Sons Co. have returned to battle again. The final decision rendered last year by the Court of Appeals in New York State apparently disposed of them for a time, but they have devised a new line of attack, and hope to avoid the rocks upon which their vessel was wrecked before. The defendants include nearly every prominent jobber in New York City.

\* \* \*

A decision has recently been handed down from a Kansas court indicating that none but registered pharmacists may hereafter sell patent medicines. Who says the pharmacy laws are no good?



## THE MONTH.

**WHEW!** The sensation of the last month has been the furore over the fierce editorial denunciation of patent medicines in the May number of the *Ladies' Home Journal*. Mr. Bok certainly brought himself before the footlights when he declared that nearly all patent medicines contained alcohol far in excess of beer or even wine, that others were laden with cocaine, morphine, and other harmful agents, and that "the patent-medicine habit was one of the gravest curses inflicting our American national life." A literal storm of comment has been caused by these statements, and the points of view are many and various. The medical journals are in entire agreement with Mr. Bok; the pharmaceutical journals, with the exception of the *Pharmaceutical Review*, are inclined to say rather harsh things concerning what they deem Mr. Bok's ignorance and spirit of sensationalism; while the patent-medicine manufacturers are of course on the war-path. Among other things Mr. Bok, quoting from an analysis of Hager, the German chemist, declared that "Pierce's Favorite Prescription" contained dangerous percentages of opium, digitalis, and alcohol. The Pierce people deny that the remedy contains any of these substances, and have brought suit against the *Journal* for \$200,000. Mr. Bok has, it is reported, offered to publish a retraction, but Pierce has refused to accept it. Meanwhile Dr. Herbert M. Hill, Professor of Chemistry in the University of Buffalo, and official chemist for the city of Buffalo, has made an analysis of the product and states: "I am certain that common alcohol, opium and digitalis are not present in the samples examined"—samples purchased, it should be explained, in the open market. If this libel suit is successful, it is quite likely that the *Journal* will be pounced upon by twenty or thirty other proprietors—and the end is not yet!

\* \* \*

### A LAW FOR INDIAN TERRITORY.

It is a matter of more than ordinary importance that Indian Territory has at last been supplied with a pharmacy law. Every State and Territory in the United States proper now has a pharmacy statute: one little county in Maryland is unprotected, but this need scarcely be considered. The first step in the evolution of pharmaceutical legislation has been completed, and the next step

will be the gradual adoption of compulsory graduation, following the lead taken this year by New York. The measure for Indian Territory was enacted by Congress and provides for two grades of pharmacists; a board of pharmacy consisting of five members having at least ten years' experience; annual reregistration; the sale of patent medicines and other compounds by general merchants in towns of less than 1000 inhabitants under the jurisdiction of the board; an examination fee of \$5, out of which, together with renewal fees, the board is to be maintained at no expense to the government; the registration of graduates in lieu of an examination; a record of the sales of poisons; a tax of \$100 on itinerant venders of medicine; and a requirement that each candidate for registration shall file a written declaration indicating that "he does not habitually use vinous, malt, or alcoholic liquors, morphine, cocaine, or other like preparations as a beverage or otherwise." The credit for the passage of the measure belongs largely to Mr. L. Matthews, ex-president of the Indian Territory Pharmaceutical Association, and Chairman of the Committee on Legislation. Mr. Matthews ought to be made a member of the Board, and doubtless will be.

\* \* \*

### ALTERNATIVE WEIGHTS IN THE U. S. P.

So much has been said and printed during recent months concerning the advisability of using alternative weights and measures in the forthcoming edition of the Pharmacopœia that Dr. H. C. Wood, President of the Pharmacopœia Convention, has deemed it incumbent upon himself to make some official statement. Dr. Wood declares that the Committee of Revision has no power to take the step if it would. "The settlement of matters of such primary importance in the Pharmacopœia naturally belongs to the convention and not to a committee, and the convention very properly took action in this matter in 1900. The action taken may or may not have been the best possible, but the right and power of the convention to act is unquestionable; and for one or both of the subordinate bodies of the convention to absolutely disregard the instructions would be a direct breach of faith and would establish a most disastrous precedent." Looking closely to see just what the action of the convention was, it is found that the Committee of Revision was "instructed" to "retain" the metric system of weights and measures



as adopted in the seventh decennial revision; and there are many critics who believe that the use of alternative weights and measures would not be contrary to these "instructions," inasmuch as the metric system would still be "retained," whatever other system might be added to it. Moreover, it seems to be generally felt that the Committee of Revision ought to be given considerable leeway if it is to cope successfully with the conditions as they arise.

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**PROFESSOR  
SEARBY'S  
POSITION.**

In the meantime we note that Prof. W. M. Searby, Dean of the California College of Pharmacy of San Francisco, presented a paper last month before the Alumni Association strongly urging that alternative weights and measures be included in the forthcoming revision. He pointed out that disappointment had resulted from the hope that the adoption of the metric system by the U. S. P. would bring about the general adoption of that system by the pharmacists of the country. No such result has developed. On the contrary, the Pharmacopœia had been made a closed book to the great majority of druggists, who had turned for relief to the various commentaries and dispensaries. "It is greatly to be desired," said the Professor, "that the Pharmacopœia should be popularized; that it should be made the laboratory manual of every drug store as well as every manufacturing establishment." Professor Searby went on to suggest that the metric quantities be given at the extreme right of the text of a formula as is done now, and that the alternative quantities in the common systems be given on the left-hand, as follows:

**TINCT. CALUMBA.**

|                    |               |          |
|--------------------|---------------|----------|
| 1 oz. 292 gr.      | Calumba ..... | 100 Gm.  |
| 9 fl. oz. 288 min. | Alcohol ..... | 600 Cc.  |
| 6 fl. oz. 192 min. | Water .....   | 400 Cc.  |
| 1 pint             | To make ..... | 1000 Cc. |

\* \* \*

**FOUR ANTI-TRADING  
STAMP ACTS.**

The State legislatures have now nearly all adjourned, and one of the gratifying results of the year has been the passage of three or four trading stamp bills. The New York statute provides that trading stamps must bear on their face the redeemable value in cents or fractions thereof; and that all concerns issuing trading stamps must redeem them at their full face value either in cash or merchandise, at the option of the owner, whenever presented in quantities amounting to five cents or over. Bills of prac-

tically the same character were passed in Maryland and Minnesota; while in St. Paul an ordinance was enacted imposing an annual license of \$100 on merchants who use trading stamps, and \$300 on companies who deal in them. It is thought that these several measures have avoided the rock of unconstitutionality which caused the destruction of at least one promising law a year ago. Meanwhile, however, the trading-stamp companies declare that they mean to continue business and do not expect that their activities will be seriously interfered with. Whether they reckon without their host or not remains to be seen. Incidentally it may be pointed out that Illinois is seriously in need of a trading stamp law. A new company descended upon that hustling town a month or two ago, and the very dickens has been to pay ever since. The department stores went into the plan, as did also some of the large downtown retailers in the drug line. The C. R. D. A. is up in arms, and is trying to have every druggist in the city sign a pledge not to adopt the stamps. In Paterson, N. J., three large retailers commenced the use of trading stamps last month, and the druggists' association immediately began threatening a dose of N. A. R. D. "discipline."

\* \* \*

The N. A. R. D. is continuing the **N. A. R. D. AFFAIRS.** aggressive work of local organization upon which the future strength and success of the association in large measure depends. Five bodies have recently been organized in Kansas by representative Lincoln; representative Cheatham has added a couple of associations to his laurels in California, and the good work has similarly gone on elsewhere. Another feather in the N. A. R. D. cap was the action of the Louisiana State Association last month in reaffiliating itself with the national organization after a withdrawal lasting two or three years. If the Texas Association had only done likewise at its meeting this year, every State association would now be found marching under the banners of the N. A. R. D. The "N. A. R. D. Notes" has recently had a good deal to say concerning the Hance Bros. & White affair. The efforts of this house to "square itself" with the retail trade are treated scornfully in the N. A. R. D. organ, and the opinion is expressed that "a firm which pledges one thing and does another, and then insists that it is being persecuted because it is criticized, will scarcely be able to win sympathy and support on this record." More re-



cently the Philadelphia house has sued for peace. Regarding this year's meeting of the N. A. R. D., it seems quite likely that it will be held in St. Louis after all. For a time there was some doubt whether or not adequate hotel accommodations could be secured, but it now looks as if there would be no trouble in making satisfactory arrangements.

\* \* \*

**THE "WHITE LIST" AND THE "YELLOW CARD."** Considerable interest is being manifested in plans recently formulated by the local associations in Philadelphia and Pittsburg. The Philadelphia association has established a "white list" of its own similar to the "honor roll" of the national body. It will be made up of those jobbers and manufacturers, either residing in Philadelphia or having a local office in the city, who have absolutely no business relations with any listed or aggressive cutter whose operations are deemed inimical to the interests of the local association. So far the "white list" contains every name save Hance Bros. & White. In Pittsburg the plan is to have a yellow salesman's card which every member of the local association obligates himself to demand of the traveler before buying goods. A penalty of \$2 is to be imposed for each violation on the part of the retailer. The salesman, when given the yellow card, is also provided with a list of the members of the local association in good standing, and he is requested to refuse certain special concessions to all others—by which means it is hoped to strike off what Mr. Pritchard calls "the barnacles of the ship." Another advantage of the scheme rests in the fact that the salesmen of those houses which do not deserve the full support of the retail trade will be denied a card and will therefore find it difficult if not impossible to do business.

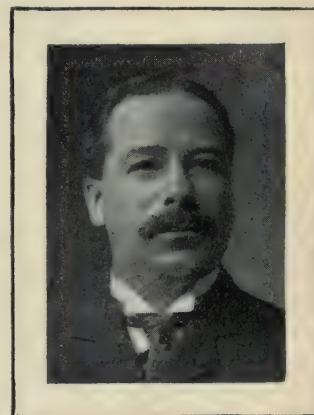
\* \* \*

**PROFESSOR SCOVILLE'S RESIGNATION.** Prof. Wilbur L. Scoville last month resigned his position on the faculty of the Massachusetts College of Pharmacy and accepted a berth with Jaynes & Co., the well-known corporation of retailers controlling three or four stores in Boston. This and other like instances of the last few years indicate how unfortunate it is that our colleges of pharmacy are in so many instances unable to retain valuable men—unable because they simply cannot afford to pay the salaries. Most of the independent colleges of pharmacy have to figure pretty closely in order to make both ends

meet, and this necessarily denies them the opportunity of building up that equipment of men and facilities which they ought to have. Why do not the public-spirited and the wealthy men in pharmacy come forward and endow some of our schools?

\* \* \*

Last month witnessed the death **WILLIAM J. WALKER**, of two men prominent respectively in the jobbing and retail branches of the trade. Mr. William J. Walker was a member of the well-known jobbing house of Walker & Gibson, of Albany, N. Y., and was a leading spirit in the affairs of the National Wholesale Druggists' Association. He had, moreover, been conspicuous in the municipal life of Albany, and had earned the title of a public-spirited man. It was a striking tribute to his memory that every retail druggist in the city closed his store for two hours during the funeral and attended the ceremonies in person. A large committee was also present from the N. W. D. A., and men from every walk of life in Mr. Walker's own city were there to pay their last mark of respect. The flags were raised at half-staff on all the city buildings, and a feeling memorial was adopted at a special meeting of the heads of the various municipal departments. Mr. Walker died suddenly while riding on horseback in the city park in early morning, and it is thought that a sudden fright of some sort proved too much for an affected heart. His death has been universally mourned.



\* \* \*

**EZEKIEL H. SARGENT.**

The death of E. H. Sargent removed a man who had been a conspicuous figure in the pharmaceutical life of Chicago for over half a century. The firm of E. H. Sargent & Co., retailers and physicians' supply agents, had been established so long that few men in the drug trade now living can recall its origin. Born in Dover, N. H., seventy-four years ago, Mr. Sargent came to Chicago



early in life and apprenticed himself in the drug business. By 1870 he had become sole owner of a prosperous store, but was left penniless by the great fire. Reëstablishing himself, he was soon on a firm footing again, and afterwards found it necessary to move on two or three occasions in order to secure accommodations for an ever growing business. At the time of his death he had jurisdiction over two stores. In 1869 Mr. Sargent was president of the A. Ph. A. He was one of the founders of the Illinois Microscopical Society, and a charter member and early president of the Chicago College of Pharmacy. His funeral was attended by the Veterans' Association in a body, and by prominent representatives of every branch of the Chicago drug trade.

\* \* \*

#### THE SCIENTIFIC SECTION.

The officers of the Scientific Section of the A. Ph. A. have issued a call inviting papers for the Kansas City meeting, which begins on Monday, Sept. 5, and continues throughout the week. Believing that the interest in subjects presented is much increased when the papers are printed in advance and made ready for distribution at the meetings of the section, the committee urges contributors to send their papers to the chairman as early as possible, and certainly not later than July 10. It is proposed that every contributor shall receive proper consideration, and in order to accomplish this a strict compliance will be insisted upon with the by-law which requires an abstract of every paper that would otherwise consume more than ten minutes in the reading. Prof. W. A. Puckner, 73 Wells Street, Chicago, is chairman of the section, E. H. Gane is secretary, and Charles E. Caspari, associate.

\* \* \*

#### NEW QUARTERS.

Two of our colleges of pharmacy are about to move into new quarters. The Maryland College has sold its building to a charitable institution for \$13,000, and will probably ally itself with Maryland University and be housed in a new building just completed. The Chicago College of Pharmacy has secured the lease of a building at the corner of Michigan Boulevard and 13th Street, formerly occupied by the Chicago Manual Training School. The trustees have voted an appropriation sufficiently large to equip the building properly.

Prof. C. S. N. Hallberg, of the Chicago College of Pharmacy, has been secretary for the last two or three years of the Section on Materia Medica, Pharmacy and Therapeutics of the American Medical Association. The A. M. A. will be meeting at Atlantic City about the time this number of the BULLETIN reaches its readers, and if Professor Hallberg's section does not have successful sessions it will not be because the secretary has failed to bring sufficient energy and enthusiasm to bear upon the work.

\* \* \*

The manufacturers of Gude's "Pepto-Mangan" have succeeded in having the courts grant an injunction against the Siegel-Cooper Co. forbidding the latter from using the words "Pepto-Manganate" in any manner whatsoever, either alone or in combination with other words. The Siegel-Cooper people have a product similar to "Pepto-Mangan" for which a large sale had been established.

\* \* \*

The Ohio legislature, strangely enough, adjourned without enacting a single law affecting the drug trade, and the twenty or more pharmaceutical measures before the Massachusetts solons have likewise all been quietly interred.

\* \* \*

The Chicago druggists have succeeded in causing the burial of the proposed city ordinance which would have compelled them to sell liquor only on physicians' prescriptions. They are overjoyed at their success.

\* \* \*

H. K. Walpole & Co., selling a listed cutter in Philadelphia contrary to the requests of the P. A. R. D., have violated Resolution C, and are declared by the "N. A. R. D. Notes" to be *persona non grata*.

\* \* \*

The chemical and pharmaceutical exhibits at the St. Louis Fair will be located in the Liberal Arts building—an important point to remember!

\* \* \*

Henry M. Bishop, a prominent druggist of New Haven, Ct., died at his home in that city last month at the age of 68.



## A CHICAGO INSTANCE.

**An Illustrated Sketch of the Public Drug Company—A Large Drug Store Organized and Conducted on the Department Store Plan—It Has Been Notably Successful.**

By HARRY B. MASON.

Exactly four years ago this month a young man 28 years old boldly rented a large and expensive store at 150 State Street in Chicago, fitted it up splendidly, put in a large and varied stock of goods, and began a retail drug business under full sail. To-day 46 employees are required to handle the trade; a stock valued at seventy-five or eighty thousand dollars is made necessary; and a custom is enjoyed of which few stores in the country can boast. This, in a word, is the history of Stephen Hexter and the Public Drug Company.

THE PROPRIETOR: MR. STEPHEN HEXTER.

Mr. Hexter came to this country from Germany in 1882, at the age of ten years. Eight years later he began traveling for the New York Pharmacal Association and the Arlington Chemical Company; and three years later still was made manager of the Western Department of the latter house, with headquarters in Chicago. Seven years followed of experience with the drug trade tributary to the Chicago market, and then Mr. Hexter determined to make a bold jump and either sink or swim. He swam!

A DRUG DEPARTMENT STORE.

Not being a pharmacist by training or education, but on the contrary a shrewd and resourceful commercial man, with well-trained powers of observation, it is not surprising that Mr. Hexter established his business upon what was essentially a department store basis. He saw that Chicago was well supplied with the customary type of pharmacy, and that there was little use in attempting anything big unless he could achieve something new. It is apparent that he conceived his plan clearly and hewed straight to the line.

In the first place the Public Drug Store appeals directly and purposely to the middle classes. It carries the class of goods they buy, and it offers prices suited to their pocketbooks. This is one of the fundamental ideas of the department store; but there are several other points of comparison. A wide variety of side lines (even of such things as mirrors and picture frames) are carried, and these

are classified into separate departments with signs indicating their location and nature. Mr. Hexter or one of his men is always at the front of the store to greet patrons courteously and direct them to the proper counter. Vigorous advertising is systematically and constantly being carried on in the newspapers of the city, and special sales are of frequent occurrence.

A THOUSAND CAKES OF SOAP A DAY.

A tremendous business is done in certain lines. It is not unusual to sell a thousand cakes of Fairy soap in a single day. The tooth-brush sales are not exceeded by any department store in the city. Immense quantities are handled of such articles as euthymol and sozodont. The patent medicine business is very large and perhaps brings in more money than any other single department. At Christmas, Easter, and other special seasons a particular "drive" is made on goods suited to the time, and the store is crowded with purchasers from morning till night.

AN "OPEN" PRESCRIPTION DEPARTMENT.

As you enter the store, the soda fountain is at your left, the cashier's desk is immediately beyond it, and then comes the prescription department.



Exterior view of the Public Drug Store, located at 150 State Street Chicago. These fine windows are used to the utmost advantage for displaying goods.





Interior view of the Public Drug Store, looking towards the rear, and cutting off the front portion of the room. On the left is the "open" prescription department, and beyond it the drug department; on the right are the "Perfume Section," the "Patent Medicine Section," the "Soap Section," and so on. The bargain counter is shown in the center. The office and the nurse's room are back in the rear.



This arrangement is seen better from the smaller cut on this page, looking towards the front, than from the full-page engraving opposite, which looks towards the rear, and which does not show a portion of the front of the room. It will be observed that the prescription department, besides being near the front entrance, is "open," and that the operations of the three or four dispensers are always in full view of the customers. This feature of the department, it may be added, has frequently been used as "a talking point" in the newspaper advertisements of the store, and doubtless with considerable success.

At the right of the store as you enter is the cigar counter, and this also is one of the big paying departments. Beyond it is the "Perfume Section," the "Patent Medicine Section," the "Soap Section," and so on down the list. The drug department is situated below the prescription counter on the left side. Special offerings of all kinds are shown on the counters in the center of the store; and the goods displayed are usually sold at "bargain prices."

#### A NOVEL FEATURE.

In the rear are two rooms—one the office of Mr. Hexter, and the other a unique room indeed. In here a trained nurse is always on duty, and her services are various. She has a large female clientele, fits trusses, abdominal supporters, rubber stockings, and the like; treats the cases of exhaustion

and fainting which often occur in large city stores, and makes herself useful in a hundred ways. She wears her nurse's costume as she would, by a patient's bedside, cap and all, and she is distinctly one of the novel and trade-bringing features of the place.

#### OTHER CHARACTERISTICS.

In concluding, a number of other characteristics of the store may be given brief mention. A gallery runs along the full length of the salesroom on both sides; and indeed every inch of space has to be utilized to the utmost to accommodate so large and varied a stock, despite the fact that the store is uncommonly deep and spacious. Show cards are placed along under the gallery and elsewhere; and it is a cardinal principle always to have conspicuous price tags placed on goods displayed for sale. One of the show cards reads as follows: "*Nothing is cheap unless good. When you buy it here it is both cheap and good.*" Over the prescription department hangs in telling array 12 or 15 board-of-pharmacy certificates, indicating the force of registered men employed in the store. The Public Drug Company is the agent in Chicago for the Rexall and Vinol goods, and in addition has seven or eight specialties of its own which it pushes vigorously. On the sales of the latter the clerks are given the customary five per cent commission.



This view looks towards the front entrance and shows the location and "open" nature of the prescription department. Beyond it is the cashier's desk, and then the soda fountain. A gallery runs the whole length of the store on both sides.



## A SYMBOL NEEDED.

The Percentage-solution Muddle Clearly and Interestingly Explained, and a Way Out of the Difficulty Suggested.

By PROF. J. W. STURMER,  
Purdue University, Lafayette, Ind.

Recently I happened to be passing a gang of workmen just as the foreman was opening an old piano case which served as a portable tool house.

"Moike," he yelled, "come here and take your pick." "Moike" came, rummaged about in the box, and presently pulled out a common dirt pick, with which he walked off to his task.

It occurred to me in Mike's place I would have found it necessary to ask the foreman for an interpretation. Did he mean that Mike was to take his pick (choice) of picks, or did he mean that Mike was to take his *own* pick? Mike knew; but to me the order was hopelessly ambiguous, as it must be to every one who cannot shed upon it the light of Mike's past experience.

Down the street a little farther I encountered my friend, the Professor, and to put this matter to the test, I told him of the ambiguity, and asked him whether "higher criticism" could clear things up.

"Professor," said I, "your knowledge of the etymology of our Anglo-Saxon words surely enables you to tell me what the word *pick* means in this connection."

"No," he said, "I must admit that I cannot."

"And your Latin," I continued, "and Greek, and Sanskrit, and your familiarity with the janitor's dialect and with Mr. Dooley's vocabulary—all these are useless in this instance?"

"As useless as my check for a million," he answered, gloomily.

To cheer him up I changed the subject. But I had made sure that whenever we use any *one* word to express *two* distinct ideas, we shall occasionally have ambiguities which neither wisdom nor learning can remove.

Take, for instance, the percentage solution muddle. How many times annually does it bob up in the pharmaceutical press? Who can keep count? And all this trouble because the percentage symbol (%) is used to express two distinct ideas. Some physicians use it in the conventional way; and with them a percentage solution is one containing a given number of parts by weight of constituent in 100

parts by weight of solution. Other physicians prefer the so-called weight-to-volume solutions, in which we have a given number of grains of constituent in 100 minims of solution in place of in 100 grains. [A minim of water weighs about 95-100 gr.] The argument of the latter class is that medicines which are administered by mouth, or hypodermically, are administered in doses of a certain volume and not of a certain weight; and that therefore percentage solutions are awkward, because they preclude the rapid calculation of the exact amount of constituent in any given volume.

It must be admitted that the argument is a good one; but it is an argument for the use of that particular kind of solutions—not an argument for the application of the term "percentage" in expressing the strength of such solutions. The term "percentage" has been in use a long time, and its meaning and use are known to every person of education. To change the meaning of the term is out of the question; and physicians who use the term percentage, or its symbol "%," in a new way, are bound to cause endless confusion. Why, in some localities the percentage symbol in a prescription is as ambiguous as the word "pick" in the aforementioned orders to "Moike," simply because a few physicians expect weight-to-volume solutions on prescriptions calling for percentage solutions. And just as my learned friend, the professor of languages, was unable to decide the question I submitted to him, so the pharmaceutical editors find their algebra, geometry, and calculus less than useless, and must admit that they can be of no service to the pharmacist consulting the Query Department in regard to such prescriptions. For the question is not, What is a 4% solution, and how much constituent is required for a given quantity? No; the question is usually, What is *meant* in this particular case by a 4% solution? This the editor cannot determine. It is not a question of arithmetic, nor of judgment; and no one except the prescriber himself can give an answer. Is it not unfortunate that there are two answers possible? Why should there be?



Of course, there are many cases in which the practical physician would be satisfied with either interpretation; but there are some cases where the reverse is true. Moreover, the doctrine of permissible inaccuracy is an extremely dangerous one, and one which we should be slow to accept and to teach. If such inaccuracy is allowable in making solutions, why not in weighing? And if so why spend good money for sensitive balances? In short, why not return to the guesswork methods of the ancients? No, we cannot agree that "either way is near enough." But there is a way out of the difficulty, and a very simple way. Let us stop to ask why the percentage symbol is thus misused. The answer is, Because there is no symbol for use in concisely ex-

pressing the strength of weight-to-volume solutions. Then why not adopt one? In my book, "Course in Pharmaceutical Arithmetic," I use in this connection the abbreviation "*w/v*," from weight volume. Accordingly, a 4 gr. to 100 m. solution is designated as "*4 w/v*" strong, which expression is just as simple as "4%." The abbreviation "*w/v*" is, I think, a logical one, and is easily remembered. However, should a better one be suggested, I should be only too glad to substitute it for mine, as the main point is that *some* abbreviation or symbol receive general acceptance. Should this come about, the percentage muddle will cease to exist, and only the uneducated apprentice will trouble the pharmaceutical editor with questions about percentage solutions.

## AROUND THE CAMP-FIRE.

**Two or Three Errors which Ended Happily—The Goddess of Luck Presides Over the Destinies of Pharmacists Sometimes—One Mistake was Very Amusing; Another Threatened Tragic Results.**

By MEMBERS OF "THE BULLETIN FAMILY."

[NOTE BY THE EDITORS.—Our invitation of last month has brought us a few contributions to this department, but not enough to carry us beyond the present instalment. If we get no more we shall assume that the Camp-fire has outlived its usefulness and make no further attempt to keep the blaze warm and comfortable. Like the politicians, "we are in the hands of our friends." What shall we do—continue the department or drop it? Has it ceased to be interesting, or is it just as readable as ever? Please let us hear from you on this subject.]

### A COUPLE OF POISON EXPERIENCES.

An English subscriber, "MacDuff," contributes a couple of reminiscences:

I was two years in a pharmacy before my period of apprenticeship proper was entered upon, and I shall never forget that first day! A messenger handed in a prescription, paid for it, and waited until it was dispensed. It was from a medical man in the district, and the first indication of any mischief in the air came with his flurried entry into the store in the afternoon. He called for the proprietor and asked him if he remembered having dispensed a prescription in the morning for Mr. R. Yes, such a prescription had been compounded. Could he be informed how much tincture of digitalis had been given? Yes, three drachm doses! At this he turned pale, declared that the proprietor had made a terrible

mistake, and that he, the physician, had prescribed eight minim doses only.

The recipe was promptly produced, and on examination was found to call for three drachm doses as the proprietor had stated. The physician realized that he had committed the blunder himself, and in order to cover his tracks he quickly tore up the prescription and threw it in the fire. The proprietor did not know then that the patient had died, but he was nevertheless terribly angry at the action of the physician, and ordered him never to step foot on the premises again.

A year or two later on I had a thrilling experience in another store. A customer brought a mixture into the shop one day which had been sent to him from some place up the country with the complaint that it was not the same as before. It most certainly was not. It contained fifteen grain doses of zinc sulphocarbolate instead of sodium sulphocarbolate. The mixture was greenish-black in color, and had an astringent metallic taste. The patient luckily took but one dose, and was so dissatisfied with the mixture that he ordered a new lot.

An investigation disclosed the fact that the shelf bottles of these two chemicals were in their proper places, but it was found that the contents of the bottles had been interchanged. I then remembered



that, finding the bottles empty a day or two before, I had filled them from the stock packages, and had evidently got them mixed. They were both of the same type and appearance, and were placed in the same row.

#### A TEMPORARY ABERRATION.

The following interesting recital comes to us from "Dr. P.:"

Your recent symposium on the question of "handling and dispensing poisons" recalls to my mind an episode of my early life. It may be of some interest to our friends "around the camp-fire." Ten years ago, during my last year in a New York medical college, I was clerk in an uptown pharmacy. One of the physicians in the neighborhood was a close friend of the proprietor, and made this the excuse for an occasional request for what he euphoniously termed a "stimulant." This was a combination of spiritus frumenti with tincture of nux vomica, containing about two ounces of the former and fifteen or twenty drops of the latter.

One day, on coming back from the college, I noticed the spiritus frumenti bottle standing on the counter, and next to it the stock bottle of—tincture of aconite root! The proprietor had left the store as soon as I came in, and there was no opportunity to call the matter to his attention and ask him about it. My suspicions, however, were aroused. As soon as the proprietor came back, I told him that he must have given Dr. G. tincture of aconite root instead of nux vomica, and I showed him the bottle. About an hour and a half had elapsed since the doctor took his "stimulant," and I advised the proprietor not to do anything, but to await results. He wanted to run right over and explain matters, but I persuaded him to the contrary. I reasoned from my knowledge of pharmacology as a medical student that the whiskey would counteract the action of the aconite, and that if any systematic effects of the latter drug developed they would soon pass off. My theory proved correct. Dr. G. came into the store the same night, about five hours afterwards, had a prescription or two prepared, and remarked incidentally that he felt very tired and languid; in fact, he had not been feeling well all day, but blamed overwork for it. Thus what might well have proved a calamity ended very fortunately!

Now the proprietor of this pharmacy had been a clerk in some of the best stores in New York, but in spite of being a most painstaking and careful dis-

penser, had made this one blunder. During the three years in which I was associated with him I cannot recall another mistake, even a slight and insignificant one. The only explanation I can give for his temporary aberration is this: he was within a few weeks of becoming a benedict, and his thoughts must have been somewhere else than with the nux vomica he fancied he was placing before the physician!

#### CAMPHORATED OIL AS A DELICIOUS FOOD PRODUCT.

An English prescriber, "T. M. L.," is responsible for this account of a rather amusing mistake:

Some of your camp-fire yarns have a particular fascination for me. I am not one of those who have never made a mistake—oh, no; but the temptation is such that I must nevertheless tell one on the other fellow. At one time during my experience I was associated with an apprentice who spoiled a magnificent musician to become a poor drug clerk—in fact, he missed his mark entirely. I often watched him as he would entirely forget himself, and frequently saw him knock rag-time out of a bottle with a scale weight. Indeed, we never found out what a genius we had until about six months after he had begun with us.

A customer came in one day who frequently bought a solution of burnt sugar for coloring gravies. She made the customary request on this occasion, and went away with her bottle. On the following day, which happened to be Sunday, I had almost finished dinner when a furious ring at the side door arrested me. I went out to answer it with an injured look conjured up for the occasion, but I soon discovered that it was not my place to assume the indignation. The woman was at the door who had purchased the burnt sugar the day before.

"D'ye know what ye served me with yesterday," she asked in a belligerent manner.

"I am sure I can't remember," I said in as diplomatic a way as I could.

"Well, it's just this way. I always for years got burnt sugar from ye, but I never had such stuff as you've given me now. A whole party from the country were waiting for dinner, and I poured out that stuff over their dinners and it tastes just like camphor!"

What do you think the chump had done? He had given her camphorated oil! Of course I had to fix things up as best I could, but it can be readily realized that it was no easy task.



## ALL'S WELL THAT ENDS WELL.

This variation of the familiar Shakespearean theme is rendered by "R. E. T.," who refuses to incriminate himself by giving his name:

I have been a subscriber to the BULLETIN OF PHARMACY for a year or so and I have been very much interested in your stories told "Around the Camp-fire." I think these experiences are beneficial in that they put one on his guard and thereby prevent mistakes which he might otherwise make. I will relate one which may possibly have this value to others.

We have in the store in which I am employed two "Perfection" cans setting side by side. One of them contains glycerin and the other castor oil. We had an apprentice working in the store who, in cleaning up one day, reversed the position of these

two cans. A doctor came and wanted some glycerin, and, of course, he got castor oil. He did not discover the mistake until after he had used the oil in the manufacture of a hair tonic for a young man who lived quite a distance from town.

Now for the sequel. One day the doctor was busy in his office when the young man came in. The doctor continued at his work, but speculated as to what was in store for him. To his surprise and relief, when he finally turned to the young man, the latter said: "Doc, I want some more of that good hair tonic like the last you made up for me. It was the best I've ever used."

Since that time the doctor has, with good results, altered his formula for hair tonic, using castor oil instead of glycerin, but in not quite so generous a quantity. The two cans in the store, however, were immediately labeled in large plain characters.

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## A SODA-WATER BOOKLET.

**Readable, Attractive, and Quite Sure to Win Trade—Minute Directions for its Preparation—A Good Method of Increasing the Soda Business.**

By FRANK FARRINGTON.

A great many, if not most, druggists think the best advertising for the soda water business is good soda. Good soda is certainly the first requisite, and without it all the advertising in the world will not build up the trade. However, many druggists are drawing fine soda and yet feel that the business might be made to grow more rapidly than it will simply on the strength of a first-class reputation.

There are various methods open to the dealer who wishes to set about doubling the receipts of the fountain. Newspaper ads. will not help to a great extent unless the druggist uses his space for the purpose so often that other lines are neglected. Dodgers are practically useless in getting good trade. The free-drink plan is very limited in its operation and of questionable value. An outdoors bulletin board is of value, but does not reach far enough to cover as much territory as one would like. Window strips are good as far as they go. Indeed, after considering all these and other ways and means, we are almost forced to the conclusion that there is no one method which of itself will operate strongly enough to push the soda water business as it ought to be pushed.

Each dealer will have to use all the plans that seem feasible in his particular case. This present article aims to furnish as far as possible the copy for an attractive little booklet that can be mailed to such a list as will make it most profitable.

Make the booklet in size 2¼ by 5 inches, with 8 inside pages and a cover. Have the cover pages enough larger than the inside so that they will set out a little farther on all three sides. It gives a better appearance than to have the whole thing trimmed flush.

Use, if possible, a bright red cover paper printed in gilt; and a good book paper inside—white, or perhaps a little on the yellow, if you can get a desirable shade. Have the book stapled once; read the proof carefully, and mail the book in envelopes of just the right size and of fashionable cut and stock. This last is quite important to the success of the ad. Many a good booklet has gone astray because of a cheap envelope. Imprint the first cover page, at the top,

**THE  
THIRSTY  
BOOK**



Inside, page i:

# WHAT MAKES THIRST?

We wish we knew.

We would give a good deal for a receipt that would enable us to keep all the inhabitants of —— thirsty all the time.

A good thirst is a thing to be treasured.

Never waste one on a poor drink.

It will pay you every time to wait till you can reach our fountain.

Our store is easy to reach, and once there your waiting is ended. We keep no one waiting at our fountain.

Promptness does not come first, but neither does it come last.

Two considerations only are ahead of it,—Cleanliness and Quality.

Inside, page ii:

# STYLISH SODA WATER.

That's not a joke.

There are styles in drinks, just as there are in clothes.

We would like to be able to get up a series of fashion plates showing pictures of all the new drinks that are to be popular this season.

For a new drink to become the fashion, means that it must be more delicious, more inviting, more alluring than any of the old ones.

It has been difficult for us to improve upon our last year's favorites, but we have done it.

We offer you several new combinations of such QUALITY that when you have tried them once, they will ever after entice the wary nickels and dimes from your pocket whenever you find yourself in our vicinity.

Inside, page iii:

[The pages which treat of particular drinks must be made up according to the drinks which each dealer expects to specialize. This page should make mention of those leaders, arranging them in some such manner as indicated in the following.]

# MINT JULEP.

This drink is the result of a year of experiment.

It blends in a most pleasant way, etc.

# ORANGE GLACE.

An orange that is orange all the way through, etc.

GRAPE CORDIAL, etc., etc.

Inside, page iv:

# THE SUNDAY.

People often ask us "Why call it the 'Sunday?'"

It's like this: the blue laws in some places used to forbid the sale of soda water on Sunday. The dealers, to evade the law, made these delicious substitutes which, since they contained no carbonated water, could be sold without fear of violating the law.

Some people call them College Ices, Fruited Cream, Ice Cream Cocktails, Sundaes. A rose by any other name would smell as sweet.

The Sunday by any other name is just as delicious.

We allow you to choose your own name for it.

Inside, page v:

# THE NAME CHOSEN.

Next comes the flavor.

We make Sundays in any flavor.

Wherever possible we use the crushed fruit with the ice cream.

There's a vast difference between our crushed fruit and that of some fountains.

It is just the difference between canned fruit and the fresh article with all the natural flavor.

The only way that you can really understand the difference is to come and try it for yourself.

We know this much: whoever drinks at our fountain will acquire the QUALITY habit.

That habit will tie you to our fountain.

It is a good place to be tied.

Inside, page vi:

# ICE CREAM!

There's magic in the very name.

It charms from childhood to old age.

When we were children, we cried for ice cream—no, no, that sounds too much like Castoria.

At any rate, there is no delicacy that appeals to people in general as does ice cream.

There is no delicacy so very good when it is good and so very bad when it is bad.

It reminds one of the little girl's curl.

Our ice cream is the pride of our store.

It is made from real cream.

It is pure, clean, smooth, and delicious beyond measure.

A hot day, a shady spot, an easy seat, a cold, tall glass of ——'s ice cream soda, deftly served with napkin, straw, silver spoon and all complete—what more could the heart of man or woman ask for?

Inside, page vii:

# JUST A LIST

of our most popular flavors:

[Make up this page with a list as indicated.]

Inside, page viii:

[This page may be devoted to a description of the various bottled goods sold at the fountain or delivered for home use; to an announcement of prices on fountain drinks; to a general invitation, or to any one of a dozen other special uses that may suggest themselves.]

Cover-page iv:

"Drink, pretty creature, drink."

(Wordsworth).

Get the QUALITY habit.

Buy your soda at

——'s.

Make the booklet as artistic as you can; adhere to good taste in its preparation, and mail to a carefully selected list, chiefly of women. Results are bound to follow. THEN BE SURE THAT YOUR SODA WATER COMES UP TO YOUR PROMISES.



## AMERICA'S FIRST CUTTER.

Interesting Historical Sketch of the Man Who Probably Earned the Title—He Came to this Country in 1806, and Until About 1839 was Notably Successful.

By M. I. WILBERT.

In connection with the very aggressive measures that are being advocated, at the present time, to discontinue or at least to discourage price cutting in the retail drug business, some account of what was probably the first cut-rate drug store in this country may be of interest.

The proprietor of this store, T. W. Dyott, was an Englishman by birth and came to this country about 1806. His name appears in the Philadelphia directory for 1807 as the proprietor of a "patent medicine warehouse" at No. 57 South Second Street. Two years later he removed to 116 North Second Street, at the same time changing the name of his establishment to "Medical Dispensary and Proprietor of Robertson's Family Medicines." The following year, 1810, the title M.D. appears after his name, and in 1811 he moved once more, this time to the northeast corner of Second and Race Streets. Here he remained for a number of years and plied his trade as a dealer in drugs, chemicals, colors, and glass, and also as manufacturer of a long line of proprietary or patent medicines.

Dr. Dyott, as he was now called, had many of the traits and accomplishments of the modern business

man, and, if he lived at the present time, would probably be able to hold his own with the most advanced and aggressive of the department store variety of drug dealers. He was far in advance of his time in many respects. In the matter of newspaper advertising alone he was markedly aggressive, for, while his competitors contented themselves with inserting an occasional card of one or two inches in width, announcing the arrival of some new preparation, or a new supply of a certain drug, Dr. Dyott, day after day, and week after week, had from two to four columns of advertising in the local papers, announcing to the public that he was the grandson of the celebrated Dr. Robertson of Edinburgh, and had fortunately been entrusted with the formulas for the wonderful remedies employed by that great man.

In addition, Dr. Dyott impressed on the readers of that day that at his place of business could be had drugs, colors, glass, garden seeds, and a number of other things at much more advantageous prices to the buyers than elsewhere. That he was fully alive to the possibility of a bargain offer is evident from the following extract from one of his advertisements:



From an old wood engraving of Dr. Dyott's drug store, first published about 1820. The location in Philadelphia was the northeast corner of Second and Race Streets.



"The indigent poor will be supplied with the above medicines at one-half the usual prices, by their applying as above."

In addition to his drug store, Dr. Dyott became interested in a number of other enterprises. At quite an early date he appears to have engaged in the manufacture of glassware, particularly bottles, and at one time had upwards of 300 people in his employ. His efforts to improve the economic condition of his employees led him to institute what he was pleased to call the Manual Labor System, which was in reality a very early attempt at profit-sharing. To heighten thrift and economy among his employees, he began business as a private banker, taking the savings of his employees on deposit and agreeing to pay a regular rate of interest.

The panic of 1837, however, caused a marked shrinkage in values, and the failure of a great num-

ber of banks and business houses. Dr. Dyott was unable to convert his outstanding accounts into cash, and was therefore unable to meet the demands that were being made on him. His aggressive methods had made him very unpopular with certain classes of business men, and now that he was financially embarrassed he was generally denounced as an intentional swindler. Charges of fraudulent insolvency were brought against him; he was convicted, and in 1839 was sentenced to three years' imprisonment in the penitentiary.

He appears to have been pardoned before serving the whole of his term, for in 1841 his name appears, together with that of T. W. Dyott, Jr., as being in business at 143 North Second Street. The now elderly gentleman was never fully able to reestablish himself in a successful business, however, and he is said to have died a few years after being pardoned.

## COMMERCIAL CATALOGUES.

**A Plea for Their Preservation—They Will Be of Great Historic Interest and Value as Time Goes On—  
Each State Association Should Make a Collection of Such Material.**

By EDWARD KREMERS,

Chairman of the Committee on Historical Pharmacy of the American Pharmaceutical Association; Dean of the School of Pharmacy of the University of Wisconsin, etc., etc.

The usefulness of manufacturers' and jobbers' catalogues for other than commercial purposes was first fully appreciated by the writer about twelve years ago. During the summer vacation of 1892 he was engaged with the inventory and classification of the chemical and pharmaceutical apparatus available for a course in pharmaceutical technique. The catalogues at hand not only served in many instances to trace a particular piece of apparatus, but, by combining the information on a given subject from a number of them, it was possible to compile illustrative and descriptive material that was not only more complete but at times more up to date than the text-book information on the same subject. Indeed, one and the same subject was at times much more scientifically as well as more thoroughly discussed in certain catalogues than in pharmaceutical works of reference.

This appreciation of

### THE PERMANENT VALUE OF COMMERCIAL CATALOGUES

has increased with the years rather than diminished. For ten years or more the writer has been engaged

in the collection of objects of historic interest, particularly of those pertaining to the pharmacy of Wisconsin. Several thousand objects have been collected, most of them since the Wisconsin Pharmaceutical Association has taken over this work for the Badger State. Of the objects thus collected, commercial catalogues are by no means the least valuable and interesting.

It is no doubt true that the manufacturer or the jobber prepares his catalogue with the sole intention of bringing his wares to the attention of the buying public in a manner which, to his mind, will bring the greatest pecuniary returns. The prices quoted are constantly subject to more or less fluctuation; the preparations described are sometimes mere fads and pass out of existence as soon as they cease to be advertised. These and other causes are some of the reasons why such catalogues are looked upon as of ephemeral interest only. While an antiquated copy of a dispensatory may be regarded as good enough for the instruction of the latest apprentice, or be preserved as a matter of sentiment, a catalogue usually finds its way into the waste-paper basket as soon as it is superseded by a new edition.



The fact that most catalogues are issued free of cost to the prospective buyer may be another reason why they are commonly estimated so low.

Once in a great while some one presents a historic paper on a form of medication introduced many years or decades ago. The paper is usually well received at our association meetings and remarks will be heard such as "Well, this is interesting. I never thought of that." Sugar-coated or gelatin-coated pills at once acquire an interest, never thought of while counting them out at so many cents per dozen, when some one enlightens us as to their introduction into the physicians' armamentarium, or when the historian relates the difficulties that were first encountered in the evolution of these little spheres of modern pharmacy.

Those of us who are historically inclined read with zeal the "Mainzer Liste" or the "Frankfurter Liste" as published and annotated by the late Professor Flückiger; or the drug list of the Hospital of St. Nicholas of Metz as treated by Dr. Dorveault, the present Librarian of the Superior School of Pharmacy of Paris. Yet few stop to think that many of our present commercial catalogues will be as valuable years from now as these older inven-

PRICES CURRENT  
OF  
*Drugs and Druggists' Articles,*  
CHEMICAL AND PHARMACEUTICAL PREPARATIONS,  
PROPRIETARY MEDICINES & PERFUMERY  
SPONGES, CORKS, DYES, PAINTS,  
ETC ETC ETC

**McKesson & Robbins,**  
IMPORTERS AND JOBBERS OF  
DRUGS DRUGGISTS' SUNDRIES ETC  
AND MANUFACTURERS OF  
*Chemical and Pharmaceutical Preparations,*

OFFICE AND DRUG ESTABLISHMENT  
Nos. 91 & 93 Fulton St.,  
AND 80, 82 & 84 ANN STREET,  
New York

FACTORY  
Nos. 75, 77 & 79 ANN STREET,  
New York

JOHN MCKESSON, GEORGE B. GILBERT,  
DANIEL C. ROBBINS, JOHN MCKESSON, JUN. R.,  
WM. HULL WICKHAM

New York

PRINTED BY TEECHER & GLASBEY, 11 AND 13 NASSAU STREET,  
1875

Title page of a catalogue issued by McKesson & Robbins in 1875.

GREETING

To the Drug Trade of America,

TO WHOSE GENEROUS PATRONAGE AND UNSWERVING FRIENDSHIP

I Owe

WHATEVER I HAVE ACHIEVED OF SUCCESS IN THE BUSINESS TO WHICH THE BEST  
EFFORTS OF MY LIFE HAVE BEEN DIRECTED: WHOSE HEARTY CO-OPERA-  
TION HAS ENABLED ME TO ORGANIZE AND MULTIPLY

The Resources and Facilities of my Establishment

UNTIL IT HAS BECOME THE MOST EXTENSIVE OF ITS KIND  
IN THE WORLD

This Catalogue,

EXHIBITING A CORRECTED LIST OF THE ARTICLES COMPRISED IN MY CONSTANTLY  
INCREASING STOCK OF GOODS FOR DRUGGISTS AND  
SUNDRYMEN, IS MOST RESPECTFULLY

Dedicated.

*John F. Henry*

This cut shows rather a unique feature—a dedication page of a catalogue issued in 1872 by John F. Henry, at that time a large jobber in New York.

tories are to the historical student of yesterday and to-day.

While the catalogues of the largest drug houses and manufacturers will prove of national import as historical documents, those of smaller firms will prove valuable in tracing local differences—such differences as will not become apparent from the study of dispensaries and other scientific treatises.

#### THEIR USEFULNESS IN THE FUTURE.

Some pharmaceutical writers of to-day claim that pharmacy is undergoing a change, that what is now called the "drug business" will become differentiated in the future. Should greater educational demands ever be made upon the American pharmacist, such a change appears an economic necessity. Granted that such a change is probable, what will be more instructive to enlighten, at a glance, the pharmacist of the second half of this century as to the miscellaneous character of the stock of the average drug store of to-day than a jobber's catalogue of, e.g., the year of our Lord, 1900?



## CATALOGUE

OF

PARKE, JENNINGS &amp; Co.'s

STANDARD

## Medicinal Fluid Extracts

WITH FORMULÆ,

AND PHYSICIANS' DOSE LIST.

Laboratory, corner Henry and Clifford Streets,

OFFICE, 374 CASS AVENUE,

DETROIT, - - MICHIGAN.

DETROIT:

The Daily Post Book and Job Printing Establishment,  
1869.

Title page of a catalogue issued in 1869 by Parke, Jennings & Co., the latter being the firm name borne by the house of Parke, Davis & Co. in its early history. An interesting feature of this catalogue is shown in the next illustration.

Unearth somewhere a bill of the year 1800, or even a bill recounting purchases during our civil war, and nine pharmacists out of ten will read every item with interest and compare prices with modern ones or comment on obsolete drugs therein recorded. The great changes wrought in American pharmacy during the past fifty years by the rapid growth of pharmaceutical manufacturing are possibly nowhere reflected as carefully and thoroughly as in the manufacturers' catalogues and price lists. Although hundreds and possibly thousands of our druggists have, in recent years, visited the laboratories of our large manufacturers, how many have carried away with them more than vague notions? The visitor is impressed with the magnitude of the laboratory, with the accuracy of machine work as compared with the slow and even clumsy work of the college graduate, with the possibilities of scientific research and with the care of control. How many have returned to their stores in a position to describe in an adequate manner the manufacture of a tablet? Our text-books may illustrate a tablet machine or

two, but for more detailed information we must go to the catalogue of the tablet machine manufacturer. The growth of modern pharmaceutical industry has given rise to several other industries, among them that of the manufacture of pharmaceutical machinery. Where will the future historian find an adequate account of the rise and progress of this new industry? The most reliable information on many points he will find in the illustrated and descriptive catalogues of the manufacturers.

## WHAT SHOULD BE DONE.

As previously stated, the writer is engaged in the collection of objects of historic interest, and of documentary material. It is not a plea for a private collection, however, which he desires to make on this occasion. Let each State association take charge of the collection of local matter just as the American Pharmaceutical Association has begun the collection of matter of national import. Private collections, such as those of Lloyd Library, which are maintained for the public good, are equally deserving of support. Let our object for the present

*During my ramble in  
the City of Memphis I  
picked up this book in  
the midst of a lot of rub-  
-ber in a drawer-*

*Dating back as it does  
to the infancy of the Pioneer  
Pharmaceutical Manufacturers  
of the World, I have thought  
it would be a relic & memento  
of days gone by. And as  
such I take pleasure in  
forwarding it to you as a  
gift from me. Very truly  
yours  
Dr. H. D. Baradach  
Memphis Tennessee  
June 24-1890*

The particular copy of the old catalogue of Parke, Davis & Co., the title page of which is shown in the preceding illustration, has a peculiar history—a history which is indicated in the letter reproduced herewith. This letter was written on the flyleaf of the catalogue and is prized by the house as an interesting souvenir.



be primarily that of collection and proper preservation.

To write history may seem more worthy, but the writing of even a limited chapter in pharmaceutical history must be preceded by the careful collection of the necessary material, otherwise such history will be one-sided and imperfect. What we need at present more than anything else is a "Bibliography of the documents pertaining to American pharmaceutical history;" and the collection of sets, as com-

plete as possible, of such documents in safe places where they can be consulted by historical students.

In such a bibliography catalogues of manufacturers and jobbers will and should occupy a conspicuous place. Each existing manufacturing and jobbing firm should regard it a matter of pride to collect a complete set of its own catalogues, price-lists, and even leaflets, if possible, and present them to the American Pharmaceutical Association. The sooner this is done the better.

## A USEFUL CORKING DEVICE.

**Has Been Employed with Great Success—Puts the Cork in Quickly, Firmly, and Without Danger to the Bottle or the Operator's Hand—Can be Made at Home with Little Expense.**

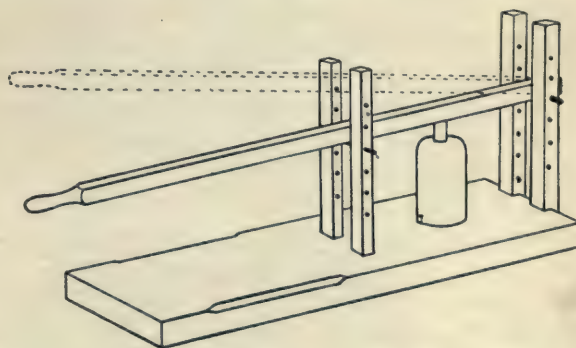
By JOSEPH F. HOSTELLEY.

There are still in practice some crude and primitive methods of corking bottles forcibly—some that hazard the bottle, others that endanger the hand of the operator. For a long time the writer followed the lead of his preceptor, and the example of experienced coworkers, and forcibly corked bottles by striking the cork sharply with a hammer or a mallet (not with a pestle, however), or by holding the bottle in the hand inverted, and bearing it down on the cork. One's aim is not always true, and the lip of a glass bottle is never proof against a stroke from the implement. Nor is the glass of the bottle at the shoulder always of a thickness sufficient to allow the forcing in of the cork by the second method without danger of collapse. Many a twelve ounce or pint bottle, indeed, have we seen give way, sometimes with pitiful results, at this, its weakest point, under the pressure of forcing in a cork by bearing the bottle down on it.

### THE DEVICE EXPLAINED.

In the accompanying illustration we show a device for forcibly corking bottles that will prove superior to the crude and primitive methods in practice. This simple and inexpensive contrivance may be fashioned in its entirety by the druggist himself. For the base of the affair a section is selected of  $1\frac{1}{4}$  inch yellow pine or oak, about 16 inches long and 4 inches wide. The four upright pieces and the lever should also be of hard wood—oak, possibly. The former may be about 14 inches in height, the lever 20 inches long. The pair of uprights at the extreme end of the device are fastened to the base by lap-over joints to give solidity; the two near the

center are mortised to the base, a square tenon on the end of each upright fitting into the mortise in the base. The holes in the uprights, bored previous to their adjustment, are of  $\frac{3}{8}$ -inch bore. The holes in the uprights at the end are all provided with sleeves cut from brass tubing with a hack saw and forced into the holes. An iron pin that will fit the sleeved holes snugly acts as a hinge on which the lever swings. The hole in the end of the lever through which the pin passes is also sleeved with brass tubing just as the holes are in the uprights



at the end. The holes in the uprights near the center need not be sleeved. The lever merely rests at this point on the pin that passes through the two upright pieces when it is pressed down to force a cork into the neck of a bottle, the latter standing midway between the two sets of uprights as is shown by the illustration.

To predetermine to a nicety the location of the holes to be bored in the uprights, the pieces are set in the positions they are to occupy without nailing, a bottle is rested on the base of the device midwa-



between the two pairs of uprights, the lever is held horizontally across the lip of the bottle in its proper position between the uprights, as it is intended to swing, and the situations for the boring of the holes marked with a pencil. This question will solve itself easily as the designer progresses in the work.

The device completed, the designer knows from just what height the lever must swing to cork bottles of a certain capacity, so, when about to begin work, he sets the lever to swing properly by adjusting the pin at the hinged end, making a similar adjustment where the lever comes to rest on the pin between the two uprights near the center of the device. He has bored as many holes in the uprights for different adjustments as he has bottles of different capacities which he wishes to operate with.

#### A MORE EXPENSIVE INSTRUMENT.

By the expenditure of something in the neighborhood of \$1.50 this contrivance may be fashioned

after a model that is probably more elegant and "finished" in appearance. Instead of being hinged between two uprights, the lever might swing on the pivot of an iron clamp, made especially for the purpose, screwing to a round metal standard, fastened to the base, up and down which it moves. As a rest for the lever when it comes down horizontally in forcing a cork, a short metal standard made from an iron rod might move up and down in a metal sleeve, fashioned from brass tubing, a set-screw securing the standard at any desired height, this being governed by the height at which the lever was set to fall in order to cork certain bottles.

While, as first described, the device would cork only bottles of certain arbitrary heights, according to the second description it can be set to cork bottles of almost any size, limited only by the height of the metal standards that regulate the movements of the lever. And, of course, this is a point in favor of the second model.

## THE RETIRED DRUGGIST'S YARN.\*

**Tells How He Labored Against Odds in a Small Town—They Tried to Drive Him Away—He Finally Got Rich—A Satire on the Blue Laws of Connecticut.**

By "M. QUAD."

"Yes, it's nice, very nice," said the retired capitalist as he put the thousand dollar greenback he had been displaying back into a fat wallet. "It's not only nice to have such things about, but to look back and remember that I owe all I've got to the State of Connecticut."

"But why particularize Connecticut?"

"Because of its laws and because of its people. When I got my diploma as a pharmacist I went into business in that State. In those old days a druggist who started in business in a Connecticut town found forty old laws on the statute books to confront him and render his life miserable, and the stranger who opened business in a small town found all other business men against him. I got a corner store in a big village and began to hustle. The first thing I did was to take a full-page ad. in a local paper. Can you believe that I was arrested for it?"

"On what grounds?" was asked.

"For unduly exciting the public! Yes, sir; the

warrant read that I was seeking to stir up anger and excitement against public welfare, and I was fined \$10 and cautioned to go slow. I paid the newspaper \$30 for that ad., and yet the editor came out in the next issue and said it was evident that a dangerous agitator had settled in the community and ought to be carefully looked after.

#### WAS ARRESTED AGAIN.

"It was the proprietor of the other drug store who instituted the proceedings against me, and in revenge I marked all my patent dollar remedies down to 8 cents. That left a thumping big profit, as you know, but in less than thirty-six hours I was arrested again. The charge was that I was preparing to defraud my creditors. I proved that I hadn't any, but owned my stock and had \$1500 in the bank, but the court held that there must be some sort of fraud in my knocking down prices, and I paid another fine. I realized by this time that they were after me, but I was born of fighting stock, and I made up my mind to hang on."

\*The Chicago Daily News.



"And the next move?"

"Well, I had a grocer next to me and a shoe store on the opposite corner. The grocer got four dozen bottles of cough medicine to peddle out, and the shoe man put a lot of sponges and tooth-brushes on sale. I at once bought two barrels of sugar and sold it at a cent less a pound than the grocer, and I got a case of boots worth \$3 a pair and gave every man his choice for \$1.50. I made those fellows tired of me in about three days, and they had me arrested for false pretenses. I turned about and hauled 'em up for selling goods not covered by their licenses, and they let go of me as if they'd picked up a hot potato."

#### RIVAL GOT HIM AGAIN.

"Meanwhile the other druggist was laying for me again. There was a law that every prescription should be filed with the town clerk, but not knowing of it, I had taken no steps. I pleaded guilty when arrested and was fined \$10 and costs. I wanted to get even, of course, and the chance soon occurred. He visited his store on Sunday to see that all was right, and I swore out a warrant and he had to fork over \$5. The law at that time even kept a man out of his own store on Sunday unless in case of fire or serious illness.

"A dry-goods man went into toilet soaps, and I bought and almost gave away calico enough to last that county ten years. When I had settled him a book-store man took up Seidlitz powders and pills, and I supplied the town with free paper and envelopes. I had got the better of him when I was fined for using obnoxious language. It wasn't anything I said, but a sign in the window reading 'You've All Got 'Em, but I've Got the Cure.'

#### MIGHT SHOCK PEOPLE.

"It was a cold-feet remedy, but the judge decided that the sign might refer to bugs and other things, and was at any rate calculated to shock sensible people. I paid the usual fine and shouldered my gun to get back at the chap who swore out the warrant. He was a furniture man and a church deacon, and after a bit I had him fined \$5 for obstructing the sidewalk with a bedstead.

"As to trade and profits, I hadn't any, of course, but as my expenses were light and my stock all paid for I could afford to hang on. When they had made a general boycott on me I used to go off fishing and hunting, and, queerly enough, I was arrested for that. Under an old law, which read that a drug

store must be kept open during reasonable hours on week days, I was fined \$10 and costs. My rival was the man who caused it, and the very next day I got even with him. A chimney burned out and he rang the fire bell. The law read that any person ringing the bell unless there was a fire was guilty of a misdemeanor, and as there was no fire it cost him \$8 to square matters."

"But they let you alone at last?" was asked by one of the listeners.

#### FINED FOR AMBIGUOUS LANGUAGE.

"Yes, after a year or two more of it," replied the retired druggist, with a grim smile. "But I'm thinkin' that most young men in my position would have got discouraged and thrown up the sponge. Perhaps you never heard that there used to be a law in Connecticut against the use of ambiguous language? Well, there was, and I was arrested and



A boy came down to the store with a sore heel.

fined \$3 under it. A man came in with a sore finger and wanted to know if tar would heal it. I told him I doubted it, and that was defined as ambiguous.

"It was the furniture man who put up this job, and next day I had him up for cruelty to animals in keeping his dog in the store over night. In the last attempt to crush me the furniture man, the shoe-store man, the grocer and the rival druggist were combined. A boy came down to the store with a sore heel, and I dressed it with a piece of court-plaster. They brought up an old law to prove that I had given 'medical aid and assistance' without



having filed my diploma as a physician, and I paid something like \$25 for my charity.

#### GOT BACK AT THEM.

"The laugh was on me, but not for long. I caught the old deacon out after 10 o'clock without a lantern and had him hauled up. The shoe-store man got into a jaw with a drayman and I had seven counts of 'harsh and undue language' against him in the warrant. The grocer left a trapdoor open 'against public safety' and had to pay \$4 and costs, and the druggist was soaked \$25 under an ancient law which held that all salves sold for the curing of sores must be compounded by 'ye keeper of ye drug store himself.'"

"And then you shook hands over the chasm and began to make your million and a half?" was asked as the retired druggist got up to go.

"Why, yes; that was the end of the attempted freeze-out, but I sold my store after a bit. There was no money to be made there."

"But how—how——"

"Oh, I got elected to the legislature and stood in with the ring for two or three terms. It may not be quite a million and a half, but a few thousand dollars makes no difference one way or the other. I was telling you of my adventures as a druggist simply to point a moral."

"But what is the point?"

"Go into some other business if you want to make a million and a half!"

#### HOW MEDICINES "GO TO THE RIGHT SPOT."

Recent experiments in France show that the white-blood globules, or "leucocytes," besides absorbing foreign bodies, destroying old or worn-out cells, absorbing liquid poisons, and carrying food-substances to the tissues, also fulfil a very important function in distributing medicinal drugs to all parts of the body, and in carrying them in particular to the very spot where they will do the most good. This fact was announced by M. Marcel Labbé in the *Presse Médicale* and is discussed by a writer in the *Revue Scientifique*, who says:

"This is shown by various experiments. Here, for instance, is a rabbit under whose skin is injected a little strychnine or atropine. At the end of, say, half an hour, some of the blood is drawn off and divided by centrifugal treatment into its three parts—leucocytes, red globules, and plasma. Equal quantities of each are injected into three animals, and it is seen that the one that receives the leucocytes is poisoned while the others are not. The conclusion is that it is the leucocytes in particular that absorb the alkaloid, the other blood-elements getting very little of it."

This experiment, we are told, may be repeated at pleasure with other substances, and the result is always the same. We cannot doubt the fact that the leucocytes absorb drugs. Their activity takes divers forms. Soluble substances they simply absorb into their protoplasm. For insoluble substances the operation is more complex. They break these up, transform them chemically, and so finally absorb them. It is difficult to say whether the substances so absorbed are or are not assimilated. They may

combine with the elements of the tissues and form an integral part of them, or they may remain, in some sort, foreign bodies. Cases of both kinds certainly present themselves. We quote further:

"But the leucocytes are not content with absorbing, rendering soluble, even assimilating, certain medicinal or toxic foreign substances. They transfer these from one part of the body to another, and this is their greatest utility. It is the more so that the place where they transport these substances varies according to circumstances. In normal conditions—that is, in health—the leucocytes carry the drug to the liver and marrow. In illness they carry it to the affected points, to the centers of irritation, where the arrival of the leucocytes is most desirable. . . . Here there is a remarkable but very natural and in no way mysterious electricity by which the organism profits greatly. All we have to do is to discover the element that we should give to the leucocytes to act most effectively. But we can depend on them to carry iron to the blood-making organs, iodoform to tuberculous lesions, salicylate of soda to affected joints, etc. . . . There is another fact that must be taken into account. The leucocytes, it is true, carry drugs to affected points, but they carry them also, with special insistence, to certain organs. Different organs attract different drugs: the liver, iron; the thyroid gland, arsenic and iodine; while the skin, the spleen, the lymphatic ganglia, and other organs seem to constitute regions of choice for several chemical substances. This specificity of localization is well known in the case of certain drugs—iodine, iron, arsenic—and we should be able to recognize it in all other medicaments. This knowledge would doubtless enable us to control useful action and, perhaps, also to avoid certain injurious forms of action.

"In fine, the rôle of the leucocytes in the transportation of medicines is of high importance, and it is to be hoped for that investigation along this line may be followed out with great care."—Translation made for the *Literary Digest*.



## SELECTIONS.

### TWELVE RULES FOR REGULATING AND CONDUCTING THE SODA FOUNTAIN.

1. The fountain should be completely iced by 8 A.M. The ice should be clean and free from all refuse matter and broken into pieces about the size of a cocoanut. Special pieces of ice should be provided for shaving purposes; also chipped ice from the bin in workboard. Immediately after the fountain is iced the syrups must be looked after. The dispenser, or man in charge of the fountain, should check off the syrups required before leaving the fountain at night, and leave a written list for the porter or morning man.

2. The ice cream cabinet must be examined and cleaned. If the cabinet is built into the workboard, as it should be, the work is simplified. The cream should be carefully refrozen if necessary and thoroughly repacked. Stale cream, limpy, and generally unfit, must be thrown away, but a written report of all cream which it is found necessary to discard must be rendered to the management daily.

3. The fountain operative must be clean, neat and tidy; pleasant and smiling, never unduly familiar with customers, but attentive to their wants at all times. Courtesy is a wonderful trade stimulator. Dispensers should always remember that one bad glass of soda water will do more injury than the profit of twenty good ones.

4. All syrups, as far as practical, should be made in concentrated form and stored in jugs or demijohns in the basement or other cool place, which is as free from light as possible. Concentrated syrups require dilution with stock or simple syrup only and are ready for use. When ready for the syrup the containers must be thoroughly cleansed with hot water, drenched with cold water, filled with syrup and returned to the fountain.

5. The apparatus for carbonating water must be carefully examined each day. Leaks, especially of gas, must be immediately remedied. Gas leaks are expensive and easily overlooked. A record of gas drums used must be kept. A 20-lb. drum of liquefied gas should produce 100 gallons of carbonated water by the rocking system, and 200 gallons by a spray system carbonator.



WHERE THE MINNESOTA BOARD OF PHARMACY CONDUCTS ITS PRACTICAL EXAMINATIONS.—This board, like several other progressive boards of the country, concluded two or three years ago that no examination for the candidates who wanted to practice pharmacy was truly determinative of fitness which did not include practical dispensing work—just such work as the pharmacist is called upon to perform behind the prescription counter every day of his life. Arrangements were consequently perfected with the pharmacy department of the State University at Minneapolis by means of which the laboratories of that institution were utilized for the purpose. The picture shows one of the laboratories made ready for the candidates. Each applicant is furnished with a special dispensing cabinet, which is practically a small prescription case, and which contains the necessary drugs and utensils for general compounding and dispensing operations. The cabinets belong to the board and are not a part of the University equipment. Incidentally mention may here be made of the fact that four or five other State boards now make these practical laboratory tests a part of their examinations, among them being the boards of Massachusetts, Connecticut, Illinois, and Wisconsin. The Pennsylvania and Michigan boards are the latest converts.



6. The general cleaning day should be on Monday, when a thorough overhauling of everything must take place. Use plenty of water—it is cheap. The inside of the fountain should receive especial attention. Keep the cooler space open for air circulation as long as possible. The work on cleaning day should commence earlier than usual.

7. An accurate inventory of all stock for the fountain, including syrup, extracts, fruit juices and all minor articles, should be taken at the commencement of each season by the management and placed on file. Weekly inventories should be taken and a balance made with the additions and purchases, thereby proving the actual consumption and expense of operation.

8. The workboard must be well cleaned. Paste preparations probably are best for copper work, and should be used in connection with coal oil, dipping the waste or cleaning cloth in the paste after the cloth is saturated with oil. Do not use ammonia in silver work, nor sapolio. Whiting in an impalpable powder, or silicon, will do the work. Make a liquid paste and then the work will be facilitated. Onyx work should be washed with a sponge, warm water and pure soap, dried with a soft cloth, and polished with onyx polish.

9. Marble, onyx, silver, mirrors and woodwork must next be rapidly gone over. These should be thoroughly cleaned once a week and will then require but little time each morning.

10. All connections pertaining to coolers and pipes must be examined, and the leaks, if there be any, remedied. Draught arms should not drip. If found to be dripping a new washer should be installed and the tension rod adjusted. The fountain operative should study until he thoroughly understands the mechanism of the draught arm. Open the fountain gas vent each morning until water sprays therefrom. This vents the excess and prevents an uneven delivery of water from the soda draught.—*The Soda Fountain.*

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#### THE QUESTION OF MUTUAL INSURANCE COMPANIES.

The proposition to secure cheaper insurance for retail druggists than is possible with regular fire insurance companies is receiving so much attention as to lead to the organization of druggists' fire insurance companies in different sections of the country.

To these local companies there are objections



A NEAT FOUNTAIN EQUIPMENT.—Several views of the successful pharmacy of the Boyd Drug Co. of Los Angeles were presented in the BULLETIN for last December. The soda department of the store is now made the subject of illustration. It is quite evident that in the Boyd pharmacy everything about the fountain is the very personification of cleanliness. The decoration is pure white throughout, and the effect, when seen in reality, must be very beautiful.



which are not easily overcome. It is not an easy matter to organize an insurance company on a small scale that will meet the requirements of the insurance laws, which are so exacting in almost all the States, and which will give the policy-holders valid insurance.

Insurance companies for druggists alone will be organized, officered and managed in most instances by druggists, very few of whom are practical insurance men, and small companies cannot afford to employ experienced insurance men and give its policy-holders insurance at a less price than is offered by regular companies. It is a tedious process to get a class of men as conservative as retail druggists are known to be to transfer insurance in long established companies to new and small organizations with limited assets, no matter how much smaller the premiums are made. The most successful if not the only substantial company writing insurance on retail drug stores only is the Retail Druggists' Fire Insurance Company, Cincinnati, O.

It has taken thirteen years of unremitting and intelligent labor to so place this company and its advantages before the retail druggists of Ohio as to enlist their support to the extent of placing it upon a substantial financial basis, for it is only within the past year that this company has received the approval of the insurance department of Ohio, and a charter has been issued authorizing it to write insurance in accordance with State laws, although it has promptly paid all losses incurred from its beginning. But the affairs of this company have been unusually well managed from the first. It has had an intelligent and conscientious board of directors, and its executive officer has toiled faithfully to put the company on its feet, to accomplish which it was necessary to manage affairs with the most rigid economy.

So here is one experiment, successful in its issue, but requiring thirteen years of hard work by a group of men who will not likely be duplicated in any similar effort in any locality.

Having in view these facts it is well for those who think it easy to organize druggists' insurance companies to understand what difficulties are in the way, as these have been discovered by the pioneers of the Cincinnati company.

What should be done, and the *Midland* has urged it for five years, is to organize a national retail druggists' fire insurance company with a cash capital of at least \$200,000, which amount would authorize it to write insurance in any State of the Union.

Such a company could in a few years secure the bulk of the insurance on retail drug stores in the United States. It could write policies on drug stocks for fifty per cent of the rates charged by general fire insurance companies, set aside twenty-five per cent to a reserve fund and have twenty-five per cent left out of which to pay current expenses and dividends to stockholders; for the experience of the Ohio company has shown that less than fifty per cent of the premiums charged by old line companies will more than pay all losses on well selected retail drug risks.—Editorial in the *Midland Druggist*.

#### DETROIT'S FIRST PHARMACY.

The first distinctive pharmacy in Detroit was established in 1849. Before that time general stores handled drugs much as they did groceries, but no prescriptions were dispensed, nor was there any element of professional or scientific skill involved.

To Dr. Geo. B. Russel, one of the pioneer physicians of the town, who began practice as early as 1836, and who died within the last few months at the age of 88—to Dr. Russel the city is indebted for its first pharmacy. In the days of the Doctor's early practice he was compelled to collect plants and make his own tinctures, extracts, and the like. He had in his employ at this time a young man, Henry Simineau by name, in whom he became very much interested, and whom he himself educated not only in the common English branches, but in Latin and the higher studies as well. Among other things, too, he taught Simineau to do his pharmaceutical work for him; and the boy became finally so skilled in it that the Doctor established him in the business in 1849, building a store and furnishing a stock. The location was 52 Jefferson Avenue; and a prosperous prescription and drug trade was done here until 1852, when Simineau went further West and became remarkably successful in the wholesale business.

This was the first opportunity which the Detroit physicians had of turning their strictly pharmaceutical work over to a specialist and securing relief from the necessity and burden of doing it themselves. They relished the chance for the most part; and thus were pharmacy and medicine divorced in Detroit as they had been nearly seventy-five years before in the older cities of the Atlantic seaboard.—Read by HARRY B. MASON before the Historical Committee of the American Pharmaceutical Association at the meeting on Mackinac Island.



## LETTERS.

## THE IMPORTANT QUESTION OF SOLUBILITY.

To the Editors:

Noting in the February BULLETIN (page 74) a plaint concerning the combination of that "mulish chemical," iron pyrophosphate, with quinine and phosphoric acid, one is thereby led to a train of reflections. This combination, like the elixirs of pepsin and bismuth, involves serious incompatibilities and has long perplexed the conscientious dispenser. The manufacturers have solved such problems each in his own way, but have not generally disclosed their processes.

Broadly speaking, these dispensing problems, although chemical, are nearly always questions of solubility. It may sound paradoxical, but the tyro needs to be reminded that in chemical reactions (even in pure analytical chemistry remote from pharmacy) usually over three-fourths of all reactions in the wet way are determined simply by the formation of insoluble compounds; and correspondingly (contrary to the general supposition) only to a limited extent are reactions really determined by chemical affinity.

Indeed, there is no present need felt by the conscientious worker, pharmacist or chemist, equal to the crying need for a complete and accurate table of solubilities. The habitual worker who has never felt this need deeply must move in a narrow and beaten path or be not overscrupulous.

Consider, *e.g.*, the prescription referred to, with its "mulish" contents:

R Strych. acetate .....gr. j.  
 Quin. sulph.,  
 Ferri pyrophos. ....ää 3j.  
 Ac. phosphoric dil.....f3ij.  
 Syr. zingiber.....f3ij.  
 Aq. ....q. s. f3iv.

Why were so lengthy and explicit directions for compounding deemed necessary by Dr. Rice? Simply because he knew that dispensers would have no reference data on the solubility of the compounds, and consequently could not hit upon solution without tedious experimenting, even if then. Again, why is metaphosphoric acid used instead of the prescribed orthophosphoric? Why does a solution sometimes result from one method (a solution which may afterwards unexpectedly precipitate), when by another different results are obtained? What is the precipitate: acetate (in part), metaphos-

phate, or pyrophosphate of quinine, or of iron, or a mixture? A reliable table of solubilities would answer this and like questions at once; and also indicate the best solvents, and consequently the best means of preventing precipitation. Lacking it, each worker must for himself grope his way as best he can. Now both the metaphosphate and the pyrophosphate are among the most insoluble of the quinine salts, although freely soluble in certain reagents; but our tables, so far as we have any, tell us nothing about them. Phosphoric acid, as is well known, precipitates iron from its scale salts, which metaphosphoric acid does not; but that (in the absence of certain salts) the reverse is true with the inorganic salts of iron is commonly not understood, is even generally denied. The tables, again, should show this also.

Such data as are given by our reference works on solubilities are inadequate, often obviously wrong, and not seldom contradictory. Storer—issued in the sixties—still remains the best, but is incomplete and available to the few only. Comey is not helpful to pharmacists. If a book is to be useful to pharmacists, not alone water and alcohol solubility, but those of glycerin and of syrup (where differing from water) should be given; and also those of certain mixtures of these menstrua, and of different percentages of alcohol. For the dispenser merely, solubilities in the immiscible solvents are not so important as the solvent influence of certain salts, which should therefore be given. In all cases the exact degree of solubility should be stated. Frequently, even in German works, merely "soluble," or its opposite, is the only information given. Such statements are simply useless for the pharmacist, who must often know just how many parts of a given menstruum are necessary to dissolve one part of a given chemical.

To return to the prescription, the writer has repeatedly compounded one similar, differing only in having sulphate instead of acetate of strychnine, and one instead of two drachms of dilute phosphoric acid. There is no sense in the specification of the rare strychnine acetate instead of the common sulphate. Further, when brought into solution with the quinine sulphate, a corresponding amount of quinine acetate becomes insoluble and the strychnine joins the sulphate radical in spite of the dictate of the prescription.

Method: Dissolve the quinine and strychnine salts in 200 minims of lactic acid (75 per cent) and one fluidounce of water. To this add slowly, with



stirring, 100 grains of pulverized ammonium carbonate; stir until the  $\text{CO}_2$  has escaped. Dissolve separately the iron salt in the syrup of ginger, with stirring and gentle heat if necessary, and, when cool, add to the first solution, stirring at the same time. Finally, add slowly, with stirring, acid metaphosphoric, N. F. Result: A permanent, clear, green solution. Phosphoric acid may be used if desired, although it is likely to discharge color and is otherwise somewhat objectionable. If the chemicals used are right, the preparation will be. The efficient agent of solution, ammonium lactate, is not excessive and not therapeutically objectionable. The acid and ammonium carbonate are in the proper ratio to form the salt. Possibly a less amount might suffice, but as the above is based on experiments with one instead of two drachms of phosphoric acid, it is doubtful.

The writer uses the same salt also in elixir phosphate of iron, quinine, and strychnine, preferring it to Caspari's method with ammonium acetate. Of course these preparations must be kept from the light.

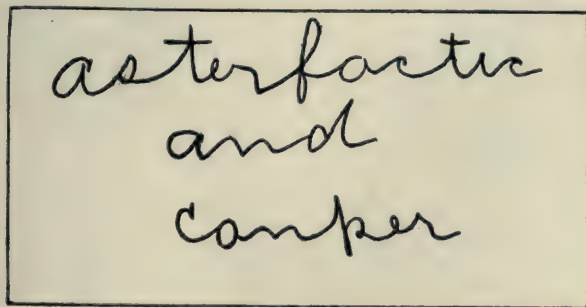
WILBUR F. JACKMAN.

University of Maine, Pharmacy Department, Orono, Maine.

#### AN HEROIC EFFORT.

To the Editors:

Enclosed please find a specimen which was taken in a few minutes ago. Smallpox is prevalent in this section, and some people suspend pieces of asafetida and camphor from the neck



in a small bag as a preventive, so it was not hard for us to make out what was wanted.

M. B. McALLISTER.

Philadelphia, Pa.

[NOTE BY THE EDITORS.—We have on hand so large a number of these illiterate orders that we shall not be able to use them all for many months. Out of fairness, they are always printed in the order of their receipt, and we hope contributors will not be impatient at the necessary delay.]

#### HYDROCHLORIC ACID AND SOLUTION OF PEP-SIN.

To the Editors:

In your reply to "W. L. M.," on page 174 of the April BULLETIN, you comment upon the following prescription:

Strychnine sulphate..... $1\frac{1}{2}$  grains.  
Diluted hydrochloric acid.....6 drachms.  
Pepsin .....1 drachm.  
Simple syrup.....enough to make 6 ounces.

You say that there is a precipitation of albuminoid from the pepsin caused by the excess of acid. Is there not also precipitated an insoluble strychnine hydrochlorate? Under "strychninae sulphas" in the 18th edition of the United States Dispensatory there is a note from which I deduce the foregoing conclusion. Some time ago I had a prescription calling for strychnine sulphate to be dissolved in a pepsin solution. The result was a muddy mixture—I mean by "muddy" a solution which was not a clear, transparent liquid. This caused me to investigate, and I can attribute the cloudiness only to the excess of hydrochloric acid.

H. M. VAUGHAN.

Sulphur Springs, Texas.

[NOTE BY THE EDITORS.—We handed the foregoing letter over to an authority on questions of pharmaceutical chemistry, Dr. J. M. Francis, Chief of the Analytical Department of Parke, Davis & Co., with the request that he express an opinion in the premises. His response follows.]

To the Editors:

Referring to the precipitate which forms on the addition of muriatic acid to a solution of pepsin containing strychnine sulphate, I would report as follows: Somewhat contrary to the general rule which relates to the solubility of alkaloids in acids, strychnine is comparatively insoluble. One authority states that strychnine arsenate is soluble in 14 parts of water, strychnine arsenite in 33 parts, and strychnine hydrobromate in 32 parts, while the solubility of the hydrochlorate, nitrate and sulphate are all given as 1 part in 50 of water, the above solubilities presumably being at  $15^{\circ}\text{C}$ .

Watt's Dictionary of Chemistry states: "Strychnine dissolves with difficulty in acids, the solubility being greater the more dilute the acid; when a concentrated solution of a strychnine salt is slightly acidified, a precipitate is formed which dissolves in excess of acid, forming a solution which yields a precipitate on dilution. Thus  $\text{H}_2\text{SO}_4$  added to a concentrated solution of strychnine sulphate precipitates the acid sulphate, the



mother liquor retaining .113 per cent of the salt. HCl added to a solution of strychnine hydrochlorate precipitates a salt in the form of needles, the mother liquor retaining .413 per cent of the salt."

The Dispensatory foot-note referred to by your correspondent is probably based upon the above citation. Another authority, referring to the fact that sometimes precipitates are formed in strychnine solutions by the addition of iodides, bromides and chlorides, explains that the precipitate of strychnine is due to the alkali used with the halogen salts, rendering the solution alkaline and thus causing the precipitation of the strychnine in the form of alkaloid.

In the prescription referred to by your correspondent we think that it is undoubtedly a fact that the amount of strychnine present is too small in proportion to be precipitated by the acid; furthermore, it is our opinion that if the alkaloid were precipitated as the hydrochlorate, the large excess of free acid in the formula would cause it to redissolve. On the other hand, it is a matter of common experience that, although commercial pepsin contains muriatic acid, when in solution the addition of a considerable amount of free acid will cause the formation of a flocculent precipitate, which we find consists of some albuminoid containing pepsin.

J. M. FRANCIS.

Detroit, Mich.

#### DOESN'T AGREE WITH PROFESSOR GOODMAN.

To the Editors:

Prof. F. M. Goodman's open letter to the Board of Trustees of the United States Pharmacopœial Convention, as published on page 49 of the February BULLETIN, is undoubtedly based on fact. It is strange, and a disgrace to pharmacy, that such a condition can continue over ten years after the publication of the last Pharmacopœia.

If, however, instead of worrying about the difficulties of transposing from one system of weights to the other, the pharmacist would purchase a set of metric weights and graduates and *just use them* and not bother about the equivalent in some other system, he would find the path of his laboratory labors strewn with roses instead of thorns. The pharmacist who does considerable laboratory work is, I think almost without exception, one who uses the Pharmacopœia as a reference work when manufacturing official preparations, while the pharmacist (?) who scarcely ever

does any manufacturing will insist on a work of reference in which the quantities are given in the old system. One class will use the formulas a hundred times to the other's once. If the trailer, who seldom uses the formulas, can be accommodated without discommoding the constant user, by all means let it be done, but in any event have the even amounts in the metric system and the fractional equivalents in the system which will only be used by those who have the least use for any system.

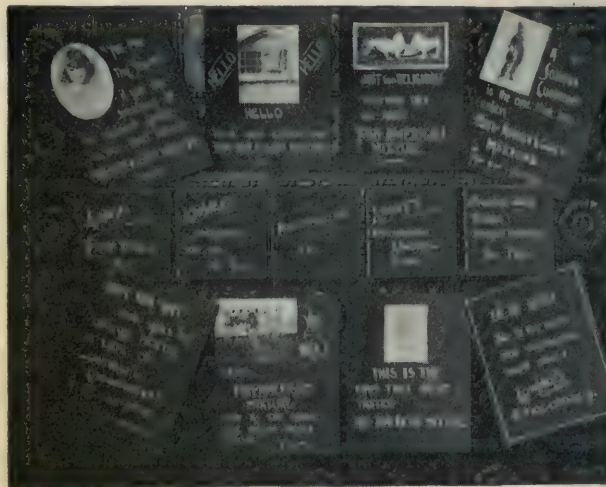
S. R. COOKE.

Wall Lake, Iowa.

#### SOME SHOW CARDS.

To the Editors:

I was so much pleased with the article on show cards contributed by Mr. Harry M. Curry to the April BULLETIN, and with the specimen cards there reproduced, that I concluded it would not be amiss to forward you a photograph of some signs which I have recently painted myself. I submit them to you more on account of the novelty of their make-up than because of any question of artistic appearance. They were made to advertise a special brand of candy, and they did



the work well. In describing them I might say that they were 8 by 10 inches in size; that the card mounts were dark green; and that the lettering was white. The pictures I procured from magazines and other sources. They were simply pasted on the cards and the wording was then adapted to them. In conclusion let me express regret that the accompanying photograph is so



small that one does not get a very adequate idea of the individual cards.

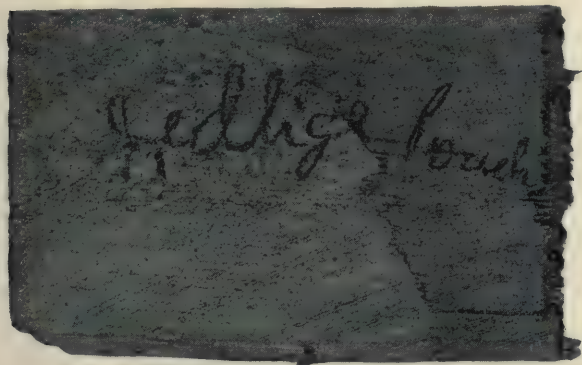
ALBERT J. STUEBNER.

3200 California Avenue, Allegheny, Pa.

### "IT TAKES THE CAKE."

To the Editors:

I am sending you this morning what is certainly a most peculiar order. It takes the cake! It was



written with a lead pencil on an old weather-stained piece of shingle. I put up a box of Seidlitz powders and the fellow went away happy.

Carson City, Mich.

W. A. CRABB.

### REGARDING A PRESCRIPTION PRINTED RECENTLY.

To the Editors:

With respect to "A Curious Prescription" submitted to the BULLETIN by MacDuff, and printed on page 118 of the March number, I am unable to see anything very "curious" about it. I consider it a proper, plain, and very good German prescription intended for a baby. The first ingredient is a decoction of salep compound; the second is elixir acidum Halleri, or Haller's acid elixir, N. F. 274—an alcoholic solution of sulphuric acid; the third is syrup diacodii, or the second formula of No. 383 in the N. F.; the fourth and last is simply tincture of opium. The decoction of salep is made by putting 2 drachms of cold water in a bottle, adding 12 grains of powdered salep, shaking well until diffused, adding enough hot water to make 4 ounces, and shaking again. If you leave out the cold water and add the hot water directly to the

salep, the latter will form lumps which cannot be diffused again.

OTTO RAUBENHEIMER, Ph.G.

1341 Fulton Street, Brooklyn, N. Y.

[NOTE BY THE EDITORS.—Since the foregoing communication was received from Mr. Raubheimer, other letters setting forth the same interpretation of "MacDuff's" prescription have been received from Henry W. Miller, Ph.G., of Fort Worth, Texas, and F. Dudley Sheldon, 3 New Montgomery Street, San Francisco.]

### A CHEERFUL PREDICTION.

To the Editors:

This is what you editors will come to if you persist in being editors. I ran across the clipping in a newspaper yesterday:

The editor sat in his easy chair, lighting his pipe on his auburn hair. A halo shone over his face so fair, but his knees were out and his feet were bare. And he sang a song both sad and sweet, while the flies died all around his feet, for he had no food in his shop to eat, and the ground was covered over with sleet. Now, what in the world was the cuss to do? He had eaten the paste and swallowed the glue; he hadn't a drink, he hadn't a chew, and while he starved his whiskers grew, and the villain still pursued her.

C. R. M.

[We are too overpowered at this compliment to make any reply. Our wit has entirely forsaken us.—THE EDITORS.]

### ESSENTIALS ONLY.

To the Editors:

I have been a subscriber to the BULLETIN OF PHARMACY for the past three years, and consider it one of the most valuable publications of its kind that I read. It is clean-cut, comprehensive, and does not deal with anything but essentials relating to pharmacy and its collateral branches. From a commercial, scientific, and humorous point of view, it is without a peer!

H. L. LOHNMEYER.

Pittsburg, Pa.

To the Editors:

We are subscribers to three pharmaceutical journals, and in addition to these many others reach our desk from time to time; but there is no journal which is so completely satisfactory as the BULLETIN OF PHARMACY.

MEAD BROS.

Detroit.



## BUSINESS HINTS.

### How Not to Buy.—

Some firms, especially patent medicine houses, and more especially those with a new and unknown compound, sell goods and make out their orders on printed forms on which is printed not only a regular order form, but certain conditions which are often in fine print and on the back of the order, and they ask the purchaser to sign these orders. John W. Ballard says his rule is never to sign such orders. While ninety and nine may be all right, the hundredth may be all wrong and cause great annoyance and expense. He simply says: "Mr. Salesman, your firm has employed you to do business for them. They know you, or should know you, and they expect that you will do an honest business. Now if the people that know you and have hired you cannot trust you to take orders in a regular way, then I, who never saw you before, cannot. Our firm is located here and your people can easily look up our commercial standing, and if it is such that they do not wish to ship us goods on an order from one whom they are supposed to know, then we cannot do business. That is the only safe way," continues Mr. Ballard. "I do not mean to say that the traveling salesmen are as a class dishonest. Far from it. Many of my most pleasant acquaintances are travelers. I accept what they say without question, and they in turn accept my order without signature. But it is the hundredth man, the one that wants your order backed by your signature and guarantee, and that on his own blank—it is he who 'sews you up,' to use a little slang of the day."

### "The Drug Bulletin."—

A drug-store paper with the foregoing title is issued every month by Lutz & Rodemoyer, a hustling firm of druggists in Hazelwood, Pa. Half-tone pictures of the two proprietors adorn the front page, and the balance of the page is given up to a very interesting talk with the present and prospective customers of the store. The paper is pretty well gotten up as a whole, but we are rather inclined to think that there is too much display matter. The inside pages are so badly cut up that the eye is confused. It is our opinion that a better plan would be to have columns of regular text matter, interspersed occasionally with display advertisements, after the manner followed by regular newspapers and magazines.

### A Soda Advertisement.—

The following adv. is clipped from "Cunningham's Bulletin," the little drug-store journal issued by Andrew R. Cunningham, the Detroit druggist:



**Chocolate Please!**

About every other drinker at our fountain calls for chocolate. Wonder why? Come and taste the chocolate and you'll know. It's chocolate worthy the name.

**Andrew R. Cunningham**  
264 Jos. Campau Ave.

### An Optical Advertisement.—

G. D. Reid, Phm.B., of Toronto, Ontario, is both an optician and a druggist. A blotter which was recently issued by him, and which was 4 by 6 inches in size, is shown herewith.

Mr. Reid says that he gives these blotters to children for school and home work, and the result is an increased optical trade. Incidentally Mr. Reid tells



**Look Out**

for your children's eyes, as you would your own. They may be in a bad condition before they mature. Want to know in just what shape their eyes are? See me; or if an oculist has prescribed glasses let me fill the prescription.

I Help Eyes That Are Not True.

**G. D. REID, Phm. B.**  
Refracting Optician, CORNER QUEEN AND EUCLID AVENUE

us that last year he distributed 5000 almanacs costing him \$75, but his opinion is that they did not pay as well as other forms of advertising used monthly or at regular periods. It is necessary to keep at the public in order to have your name ever in their thoughts.



### "The Safe Delivery of Prescriptions."—

Under the foregoing title P. B. Knapp & Sons, 362 and 364 Hudson Street, New York, recently sent out a four-page circular,  $4\frac{1}{2}$  by 7 inches in size, and printed in black ink on white stock. The text is so excellent, and is so worthy of general duplication, that we print it entire, simply explaining that a specimen of the safeguard prescription check used in the Knapp pharmacy accompanied each circular:

THE SAFE delivery of prescriptions—the delivery, to the right customer, of the right bottle, in every instance—is necessarily a matter of concern to an observant pharmacist; for it seems necessary to admit at the outset that avoidance of errors of this kind must depend almost entirely upon himself.

Children are frequently used as messengers; some people cannot read English; and there are many who shirk mental effort of all kinds when it is not directly forced upon them.

These people are a care when matters of such vital importance are concerned; for while they offer no help in identifying their packages—whereby errors of this kind may be prevented—they are especially liable to become victims of such errors, should they occur through contributory negligence.

It is a fact that people take medicine, sometimes, simply in accordance with the oral instructions which they have received from their physician.

The idea that a label should be consulted on any other principle or for any other purpose than to ascertain the "dose," does not occur to them; the desire to minister immediately to the needs of the patient being, for the moment, the paramount consideration.

WE BELIEVE that these considerations demonstrate effectively that the delivery of prescriptions should be based on some more careful method than that which governs the handling of ordinary merchandise packages; and we take the liberty of enclosing herewith a Safeguard Prescription Check, which represents our best effort to attain this end.

This Check—apart from several features which facilitate work and insure compliance with the customer's order—presents two distinguishing features, viz: (1) the name and address, and (2) the check number.

The name, alone, may be insufficient—there is no "patent" on family names and many dissimilar names sound much alike. On the other hand, a mere number may prove inadequate—through being misprinted or misread; but it is hardly conceivable, where both these precautions are observed, that an error involving two factors of identification could pass unnoticed both by our assistant and by the customer; and especially as the plan is so operated as to enforce attention orally to these factors.

If an error should be discovered after the patient had gone out, the possession of his name and address would still afford us an opportunity to recall it.

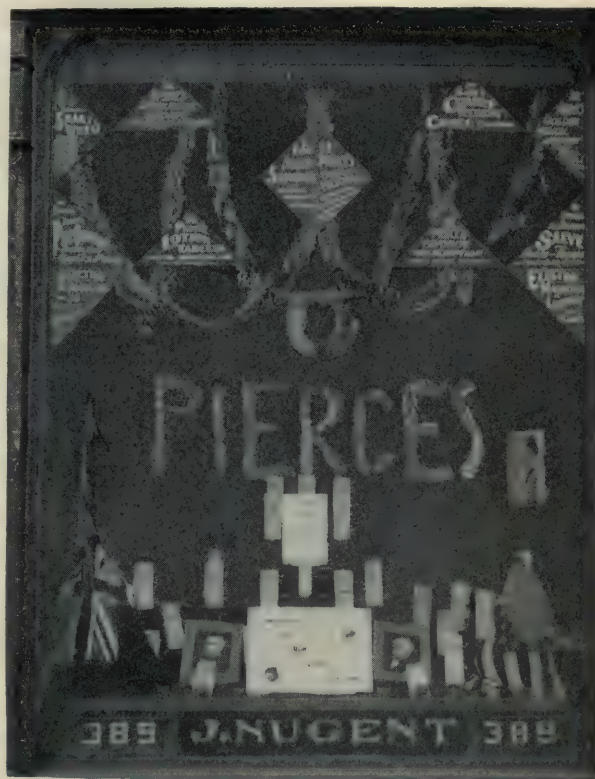
Such is our Safeguard Prescription Check.

Technically, it is a time-saver, but it was constructed on purely safeguard lines.

We respectfully commend it to your consideration as offering an assurance of safety to your patients.

### A Proprietary Window.—

The window display shown in the accompanying illustration was kindly sent in to the BULLETIN by A. A. Fowler, of Peterboro, Ontario. Mr. Fowler says of it: "While we carry a full stock of Pierce's goods, we thought it best to show only a few in the window, and bring these few out prominently. The background was made of black crepe paper hung on heavy cloth in a half circular form. The flags were introduced by way of sentiment: the Union Jack and the Stars and Stripes, however,



showed out better originally than they do in the photograph. The other features of the window speak for themselves. The packages of goods were placed upon a series of steps covered with black crepe paper, and in the form of a pyramid. This window attracted a great deal of attention and was the cause of much favorable comment." It only remains to be said in conclusion that the display was made in the window of the pharmacy of J. Nugent, of Peterboro.

### Why it Didn't Succeed.—

W. C. Harrison, of Bethesda, Ohio, sends us a couple of copies of the "Bethesda Banner," the little drug-store paper which he issued for a time



two or three years ago. He asks us why the paper did not prove more successful. It is pretty hard to diagnose the case. It might be said with definiteness, however, that Mr. Harrison did not keep at the thing long enough. Advertising is cumulative in its returns. The longer you keep at it the greater proportionately will be the results. Then, too, the typography of the "Bethesda Banner" was faulty. The eye could not readily distinguish between advertisements and the general text. In a paper of this kind, as in any newspaper or journal, these two classes of material should be kept absolutely distinct. Text matter should be printed in solid type, and advertisements should be displayed in the customary manner. The impression one gets in looking at the two inside pages of the "Bethesda Banner" is that the whole thing is advertising pure and simple.

#### Improve on Your Grandfather's Methods!—

In a paper read before the Wisconsin Pharmaceutical Association, C. A. Wakeman advised his hearers to avoid advertising as their forefathers did. By all means, he declared, keep away from this style of ad.:

**JOHN G. SLOWMAN.**

—Dealer in—

Drugs, Stationery, School Books, Paints, Oils,  
Glass and Putty.

**WAY BACK, WISCONSIN.**

"We saw ads like this when we were boys," continued Mr. Wakeman, "and the shame of it is, we see them to-day. Surely the times have changed. Why not the ads.?"

"Ads of this style must have been contracted for to run during the life of the paper. The contractor must have long since passed to that Great Country where the advertising of drugs troubleth not the weary traveler, but the publisher still keeps the old ad. running simply to mark the spot from whence Mr. Slowman donned the robes of immortality."

#### His Anniversary.—

Minor E. Keyes recently celebrated his store's tenth birthday, and this is how he invited people to the "function.":

Just ten years ago (January 25, 1894) we opened our drug store here at the corner of Fort Street East and Jos. Campau Avenue.

Times were hard, and it was a rather "shaky" undertaking to strike out for ourselves; but we knew the drug business, and we knew, too, that by hard work and honest dealings we would succeed.

As a result, to-day we have a drug store that's right—a complete stock of purest drugs, chemicals, proprietary remedies, toilet articles and sundries, confectionery, etc.; a good trade, and a reputation for fair and courteous treatment of our patrons.

To get people to call and see us on this, our Tenth Birthday, we are going to give away special boxes of Sparrow's Chocolates and Darling's Chocolate Chips to everyone—the children as well as the "grown-ups."

Remember the day—January 25th—Monday—and be sure to call.

Thanking you for your past favors and for any you can show us in the future, we are,

Yours very truly,

MINOR E. KEYES.

#### A Cigar Adv.—

Here is the way Mr. Cooban advertises his cigars:

## Puffing Our Cigars

is a pleasure enjoyed by many smokers hereabouts who have learned that our line of cigars is one that can please every taste in tobaccos. Another point we make is in the way we keep our cigars—every one just moist enough to make a perfect smoke. We make a specialty of the box trade.

**B. S. COOBAN & CO.,**  
**559 W. Sixty-third Street.**

#### Increasing the Soda Trade.—

Mr. Cooban has recently devised a scheme to help his soda business along. Every drink purchased at the fountain brings a numbered ticket. On each Saturday an envelope is opened containing a number not known to Mr. Cooban or anybody else. One of the soda tickets given out during the week corresponds with the number in the envelope, and the fortunate possessor is given a five-pound box of Huyler's candy—a prize worth \$4. This is a clever scheme, and especially Coobanesque. That it will greatly increase the soda trade need not be doubted. Of course Mr. Cooban has not failed to send out a handsomely printed circular explaining the affair. Inasmuch as this circular—and the whole scheme as well—advertises Huyler's candy quite as well as it does Mr. Cooban and his fountain, it is not unlikely that he gets the five-pound boxes used as prizes at a special price and thus lessens the expense of the advertising.



## PRACTICAL PHARMACY.

### Heller's Test for Albumin, Modified.—

Martin W. Rodawig writes that "Professor George H. Meeker, Professor of Chemistry at the Medico-Chirurgical College, Philadelphia, recommends the use for this test of a glass tube about the size of an ordinary test tube in length and half its size in thickness, slightly rounded at the bottom and provided with a capillary opening; the background of the tube to be of a clear blue color, which will assist the clinician in observing the layer of coagulated albumin at the line of demarcation more readily than by the ordinary method. Professor Meeker's method consists in first filtering the urine so as to operate with a perfectly clear specimen, putting nitric acid in a test tube and warming gently (so that the hand can hold the test tube with comfort), then taking the filtered urine, introducing the 'Meeker tube' into it, and putting the tube containing the urine (holding the finger on it to prevent the escape of urine) into the previously warmed nitric acid. If albumin is present there will appear at the line of contact, between the urine and acid, a sharp white band or zone of varying thickness according to the quantity of albumin present, which can be determined very accurately owing to the blue background of the glass, which makes the white band more prominent. The object of warming the nitric acid is to dissolve any urea, urea nitrate, and uric acid crystals that may be present at or near the line of contact. This small tube has become very advantageous and is being used to advantage by many pharmacists and clinicians. The method is very useful, accurate and economical, owing to the exceedingly small amount of acid required for the application of the test."

### Syrup of Calcium Lactophosphate.—

The following formula was suggested for this preparation by Chas. H. La Wall at the last meeting of the Pennsylvania Pharmaceutical Association:

|                         |         |
|-------------------------|---------|
| Calcium carbonate ..... | 25 Gm.  |
| Lactic acid .....       | 60 Cc.  |
| Phosphoric acid .....   | 36 Cc.  |
| Water, q. s. ....       | 250 Cc. |

Mix the lactic acid with 100 Cc. of water in an evaporating dish, and add the calcium carbonate gradually, so as to avoid causing too violent effervescence. When solution has been effected, place the dish upon the water bath and warm gently.

Then add the phosphoric acid, stirring constantly. This manipulation will result in the production of a limpid, colorless solution unaccompanied by the first precipitation, which takes place when the operation is carried out according to the official directions.

By making up the volume of this solution to 250 Cc. and filtering, a concentrated permanent preparation is afforded, which may be held in readiness for preparing the official syrup at any time by the following procedure:

Take of—

|                                     |         |
|-------------------------------------|---------|
| Conc. solution calc. lactophos..... | 250 Cc. |
| Orange flower water .....           | 25 Cc.  |
| Syrup .....                         | 725 Cc. |

In Mr. La Wall's estimation a much more satisfactory preparation is afforded by either substituting plain syrup, or syrup of orange flowers, for the syrup and orange flower water in the foregoing directions. When the plain syrup is used in the proportions of 3 volumes of syrup to 1 volume of concentrated solution of calcium lactophosphate, a pleasant, acidulous, permanent preparation results. When syrup of orange flowers is used in like proportions, a preparation which is much more pleasant is afforded, but it in time becomes somewhat deteriorated, probably by the action of the acid upon the orange flower water. At any rate, by this method of using the concentrated solution it is possible to send out a fresh preparation upon five minutes' notice, which in Mr. La Wall's opinion is a very desirable acquirement.

### Some New Metric Equivalents.—

Prof. C. S. N. Hallberg, a member of the U. S. P. Committee of Revision, has devised the following table of equivalents by which one may quickly translate a U. S. P. metric formula into terms of the customary systems of weights and measures:

#### PROPORTION LINES.

|                       |        |      |          |           |           |         |          |
|-----------------------|--------|------|----------|-----------|-----------|---------|----------|
| <i>For Tinctures—</i> |        |      |          |           |           |         |          |
| Gm. in 1000 Cc.....   | 20     | 50   | 100      | 150       | 200       |         |          |
| For 1 pint.....       | 146    | 365  | 1 oz av. | 2 oz. av. | 3 oz. av. |         |          |
|                       | grs.   | grs. | 292 grs. | 220 grs.  | 148 grs.  |         |          |
| <i>For Spirits—</i>   |        |      |          |           |           |         |          |
| Cc. in 1000 Cc.....   | 1      | 10   | 50       | 100       | 200       |         |          |
| For 1 pint.....       | 7.68   | 76.8 | 884      | 1 fl.oz.  | 3 fl.ozs. |         |          |
|                       | min.   | min. | min.     | 288 min.  | 96 min.   |         |          |
| <i>For Powders—</i>   |        |      |          |           |           |         |          |
| Gm. in 100.....       | 1      | 2    | 3        | 5         | 10        | 15      | 20       |
| For 1 oz. apoth.....  | grs. 5 | 10   | 15       | 24        | 48        | 72      | 96       |
|                       |        |      |          |           |           |         | 144 grs. |
| <i>For Ointments—</i> |        |      |          |           |           |         |          |
| Gm. in 1000 Gm....    | 10     | 20   | 50       | 100       | 150       | 200     | 300      |
| For 1 pound av.....   | 70     | 140  | 350      | 1 oz av.  | 2 oz.     | 3 oz.   | 4 oz.    |
|                       | grs.   | grs. | grs.     | 262 grs.  | 174 grs.  | 87 grs. | 350 grs. |

So long as metric weights, measures and containers are not generally accessible, metric quantities



are usually not desired, but prepared in the quantities for different classes of preparations as above indicated. For such these specimen "Proportion Lines" will be of convenience, and will also be of value as constant reminders of metric equivalents. For smaller quantities, such as prescription mixtures and especially percentage solutions, the use of equivalents is not recommended by Professor Hallberg. Metric weights and measures are here so great a convenience that any pharmacist who tries to work without them is blind to his own interest and cannot expect the support of the medical prescriber.

#### The Correct Dress for Soda Dispensers.—

The progress of the age, says the *Soda Fountain*, has been marked in a great degree by the prominent tendency to personal appearance and cleanliness in all marts of trade and especially in the lines that pertain to eatables and drinkables. Trade to-day demands cleanliness and purity, especially in palaces of sweets and delicacies. The up-to-date tradesman of the present age realizes that he must make his establishment attractive and he also knows that to obtain this result he must put his soda fountain men in neat, dressy and immaculate pure-white clothing and keep everything about his establishment correspondingly attractive. An elaborate soda fountain that costs much to establish in his store may have its luster dwarfed by untidy men behind the counter.

Tradesmen in all walks of business life to-day adopt suitable dress uniforms; and the correct uniform for a soda mixer and dispenser is a military cut, high button, white duck coat with Japanese loop and knot fasteners. This style of coat has a dainty and rich attractiveness about it. There are many other styles used, to suit the varied tastes of the wearer, but the special style mentioned here has many advantages over the less desirable styles.

If you wish to invite the god of glittering success to dwell within the portals of your business palace, see to it that you make your establishment attractive through minute and exacting care in neatly garbed salesmen behind the soda counter.

#### The Man Who Devised the Formula for Fowler's Solution.—

Thomas Fowler, the originator of this solution, and probably the first to introduce arsenic into the armamentarium of the physician, was born in York,

England, January 22, 1736. He conducted a pharmacy for upward of 15 years, and then began the study of medicine in Edinburgh in 1774; he graduated four years later, writing his thesis on the treatment of pox by means of mercury. Fowler began the practice of medicine in Stafford, where he died July 22, 1801.

#### The Suspension of Solids.—

Tragacanth, when used to suspend powders in liquids, should first be thoroughly distributed through the entire bulk of powders to be suspended; then only sufficient liquid should be added to the mixture to produce a smooth thick paste; this paste, however, should be immediately diluted as soon as formed, and the balance of the liquid gradually added (H. A. B. Dunning in the *Druggists Circular*). Three grains of tragacanth to the ounce of liquid is a desirable proportion.

#### Method of Administering Quinine.—

Borde (*Gaz. des Hôpitaux*) employs a method of administering quinine sulphate that overcomes the repugnance caused by the bitter taste. One gramme of quinine sulphate is mixed in a mortar with 8 grammes of olive oil. A tablespoon is partially filled with sweetened milk and the oily mixture placed in the center. Children experience no difficulty in swallowing the milk and oily mixtures, and if the dose is followed by a drink of water or wine no bitter taste is developed.



ILLUSTRATED LABEL FOR A COUGH REMEDY.—"Honey and Tar." (Drawn for the BULLETIN by W. A. Humphries.)



## NEW REMEDIES.

### Arhovin.—

This is the name of a new remedy for diseases of the urinary viæ. It appears as a liquid of aromatic smell and of a cooling, ardent taste. While it is insoluble in water it is easily soluble in alcohol, ether and chloroform. Its boiling point is very high, reaching 218° C. (426° F.). Chemically, it is an addition-product of diphenylamin and esterified thymylbenzoic acid. It is readily taken up by the stomach, appearing in the urine within fifteen minutes after ingestion.

### Eumydrin.—

This is a new mydriatic, prepared by converting atropine into a quaternary base. It is said that eumydrin by this process loses the action of atropine upon the nervous system, while it retains its action on the peripheral nerves of the pupils of the eye. The new drug is said to be fifty times less poisonous than atropine. In spite of this, 1.1 milligrammes of eumydrin contains as much atropine as 1 milligramme of atropine.

### Frostinbalsam.—

A preparation of bromocoll recently patented by the Anilin Fabrication Co., of Berlin, according to whom it consists of 1 part of tannobromine in 10 parts of 4-per-cent collodion, 1 part alcohol, and half a part of tincture of benzoin. Like "Frostsalbe" it is used in the treatment of troubles caused by cold.

### Frostsalbe.—

This (frost-salve) is another patented preparation of the Anilin Fabrication Co. of Berlin, and is a bromocoll combination, intended for use in frost-bites, chilblains, etc., for which it is highly commended. It carries 10 per cent of bromocoll.

### Ricinus-Siccol.—

This is castor oil in the shape of a dry powder. It is prepared by making an emulsion of the oil with skimmed milk and evaporating the emulsion to dryness. The resultant powder has a pleasant taste and odor.

### Salozoin.—

This is a disinfected bath salt which, it is claimed, has a powerful stimulating effect on the skin, and is otherwise a cleanser and dissolver of the skin excretions.

### Scabiol.—

This is a new proprietary remedy for scabies and itching skin troubles. It is said to contain no fats or oil, is odorless and does not stain the clothing.

### Sicherheitsbenzin.—

The name claimed by Raum for a preparation which he claims is as efficient as benzin for all practical purposes and is devoid of the dangers of benzin. It is composed of one volume of benzin to two volumes of carbon tetrachloride.

### Solocol.—

This is said by the *Pharmaceutische Centralhalle* to be a typographical error that has crept into literature, and is intended for solveol.

### Strychnine Cacodylate.—

This appears as a white crystalline powder, the product of the action of cacodylic acid on strychnine. It is soluble in 750 parts of water at 15° C., and in 50 parts of alcohol warmed to 60° C. (110° F.). It is given in a primal dose of 2 milligrammes (0.03 grain), and may be carried as high as ten times that dose, or one-third of a grain. In long-continued treatment the dose should be pretermitted one day out of every week.

### Subcutin.—

Chemically, this substance is a paraphenol-sulphonic paramido-benzoic ethylester, or anisthæsin paraphenol-sulphate. It appears as a white powder, consisting of minute acicular crystals, and soluble in 100 parts of cold water. When the substance, either in powder or solution, is brought in contact with the tongue it causes a numbing sensation. It is stable in solution, and the latter is not decomposed by boiling.

### Tannobromin.—

Name of a proprietary alcoholic bromocoll preparation, patented by the Anilin Fabrication Co. of Berlin. It is the product of the operation of formaldehyde on debromtannin. It appears as reddish or yellowish-gray powder, which contains about 25 per cent of bromine and operates similarly to bromocoll. It is but slightly soluble in water, but dissolves very readily in alkaline liquids.

### Trasulphinum.—

According to the *Pharmaceutische Centralhalle*, this is apparently identical with or very similar to ammonium sulphicthyolate.



## BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

### Damiana, the Mexican Tea.—

Mr. J. U. Lloyd, while traveling in Mexico recently, took occasion to visit the region from which Damiana is obtained. La Paz, on the Gulf of California, is the chief port of export. The plant is a low, scraggly shrub, two to three-feet in height, inhabiting the inland foot-hills of Lower California. The main supply is gathered near La Paz (about 40 miles west of the city) and exported to the United States. Mr. Lloyd says that the leaf is largely retailed in Mexico as tea is in this country, and is used in exactly the same way; that, in fact, the leaf is the native Mexican tea and that they prize most highly the flavor of the leaf when it is mixed with the flowers. Mr. Lloyd says that Damiana is not used by the Mexicans as a medicine, but is given to men, women, and children of both sexes alike, as a gentle, refreshing stimulant, as tea is served in this country. No ill effects follow its long-continued use, such as the nervousness which follows the use of tea and coffee. Mr. Lloyd is of the opinion that Damiana has no aphrodisiac action, that it was introduced to American medicine as an aphrodisiac under a misunderstanding of its nature, and that whatever action has been attributed to this drug is due to the shotgun method of its administration—*i.e.*, to the remedies with which it is generally associated, such as phosphorus, nux vomica, strychnine, iron compounds, etc.

### The Latin Name of "Swamproot."—

We observe that the *Pharmaceutical Era* is unaware of the botanical or Latin name of the plant known as "swamproot." If we are not mistaken, and we think we are not, the name "swamproot" is most generally applied to the silkweed, or milkweed, otherwise *Asclepias Syriaca* Lin. It is often applied also to the pleurisy root, *Asclepias tuberosa* Lin., and less frequently to other species of the genus.

### Economic Plants of Porto Rico.—

There has been issued as Vol. viii, Part 2, of the Contributions of the National Herbarium an exhaustive treatise on the "Economic Plants of Porto Rico" by O. F. Cook and G. N. Collins. The work practically is an alphabetical dictionary of the economic plants of the West Indies, and is one of the

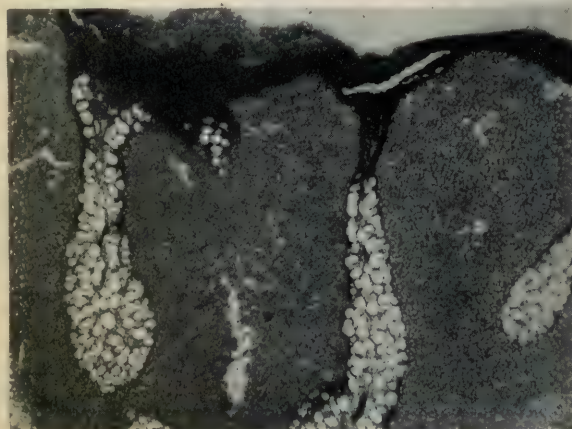
most valuable issues of the Contributions. Much attention has been given to describing the methods of cultivation, value, distribution, etc., of the more important commercial products. It doubtless will become the most important work of reference to those who are peculiarly interested in the agricultural future of the island.

### Spermacoe Hispidula Lin.—

Mr. E. M. Holmes reports (*Pharmaceutical Journal*) the receipt in London of twenty-eight bags of the seed of this rubiaceous plant. Apparently there is no demand for them. They are small, brown, coffee-like seeds, but not larger than linseed. It is said that they are administered as a demulcent in diarrhea and dysentery, as an aphrodisiac, and that they are used as coffee in Germany. The ethereal extract seems to possess alkaloidal properties, and therefore Mr. Holmes concludes that they are worthy of further investigation.

### Recognition of Poisonous Plants.—

Dr. H. H. Rusby, in an article on poison plants in the Reference Handbook of the Medical Sciences, states, according to the *Druggists Circular*, that there is no general rule by which poisonous plants may be recognized at sight. Some of the peculiar characteristics that frequently accompany poisonous properties are the lurid purple colors seen on the stems of the castor oil plant, cicuta, conium, etc. Many very poisonous plants have a strong narcotic odor, but it is lacking in others. Many have a most decidedly acrid taste, which perhaps is the best safeguard, as scarcely enough of such a plant would be eaten to produce a dangerous condition.



CROSS-SECTION OF NUTMEG.—Reproduced from a microphotograph made by Drs. G. Elgel and H. Kritzler, of Godesberg, Germany.



## BOOKS.

Pharmaceutical Formulas (Volume 2), Being a Supplementary Volume. Cloth; 647 pages; 10s., net; by post, 10s. 6d. published by *The Chemist and Druggist*, 42 Cannon Street, London, E. C. 1904.

This compilation is supplementary to the admirable book of "Pharmaceutical Formulas" brought out by the *Chemist and Druggist* in 1898, and was really inspired by recent legal developments. As was pointed out in a BULLETIN editorial two or three months since, medicines or specialties which are sold in England under names referring to ailments of the human body have recently been declared dutiable under the medicine-stamp acts which have existed for a century. If, however, such medicines sold by registered chemists are "known, admitted and approved" remedies, they are exempt from stamp duty. Now of course British chemists, like their American cousins, use hundreds of special formulas of their own conception. These could scarcely be considered as "known, admitted and approved" unless they were printed in a recognized manual or formulary, and it was for the express purpose of giving them this general standing that the *Chemist and Druggist* collected them and issued the volume under review.

The foregoing explanation also makes clear the character of the volume—a volume comprising the favorite formulas of the chemists of Great Britain. In view of the nature of the compilation it seems quite probable that the book would be of suggestion and value to American pharmacists who are interested in the manufacture and sale of a line of their own specialties. The editor, however, intimates that while the collection as a whole "has the great merit of representing the actual working formulas of those who have been selling the preparations, there are some which we should hesitate to indorse, either owing to their excessive dosage or to their polypharmic character." The book literally contains hundreds of formulas, such as they are; and every possible kind of preparation is represented.

Elementary Dispensing Practice. By Joseph Ince, F.C.S., F.L.S., F.R.M.S. Cloth; 141 pages; 3s. 6d., net. Published by *The Chemist and Druggist*, 42 Cannon Street, London, E. C. 1903.

Mr. Ince is one of the prominent figures in British pharmacy. A septuagenarian now, he has been a conspicuous member of the calling for at least fifty

years, and in this little book of 141 pages are gathered the experiences of a lifetime of pharmaceutical practice. The volume is full of useful, helpful suggestions of great value to the apprentice. And it is for the apprentice, indeed, that the treatise is published. A series of exercises is set forth which students may go through profitably under the direction of their employers, or which their teachers may give them in the college. The book is admirably adapted to home study. As might be expected, the first chapter is devoted to weights and measures, and then follow others on precautions in dispensing, simple solutions, application of heat, diffusion, suspension, quinine mixtures, pills, emulsions, liniments, suppositories, prescription reading, etc., etc.

The American Year-Book of Medicine and Surgery for 1904. Edited by George M. Gould, A.M., M.D. In two volumes. Volume I, including General Medicine; octavo, 673 pages. Volume II, General Surgery; octavo, 680 pages. Per volume: Cloth, \$3.00 net; Half Morocco, \$3.75 net. Philadelphia, New York, London: W. B. Saunders & Co. 1904.

The American Year-Book of Medicine and Surgery continues to maintain its high place among works of its class. Such a distinguished corps of collaborators as the editor, Dr. George M. Gould, has enlisted as his assistants, is sufficient guarantee that the essential points of progress are brought out, and that the collaborator's notes and commentations are excellent. In its illustrative features the 1904 issue fully maintains its reputation, there being fourteen full-page insert plates, besides a number of excellent text-cuts. We pronounce Saunders' Year-Book for 1904 one of the best works of its kind on the market, as it always has been.

An Anatomical Atlas of Vegetable Powders. By Henry George Greenish, F.I.C., F.L.S., and Eugène Collin, with 138 original illustrations. Cloth; 287 pages; 12s. 6d., net. London: J. & A. Churchill, 7 Great Marlborough Street. 1904.

This book is "designed as an aid to the microscopical analysis of powdered foods and drugs," and fulfils its purpose admirably. It is an excellent handbook. The powders are classified into their natural divisions, such as starches, flours, leaves, flowers and flowering tops, seeds and fruit, woods, barks, etc. Each division is then made the subject of a brief discussion of the general structure of the drugs belonging to it, following which the anatomy of each individual drug is described on one page,



while the opposite page bears an illustration—an illustration in which the anatomical elements of the powder, especially those that serve to distinguish it from other powders, are reproduced with the greatest possible accuracy. Most of the drugs described are official in the British Pharmacopœia, but some extra-pharmacopœial powders have been added to make the work more generally useful.

The Prescribers' Pharmacopœia. Fifth Edition. Cloth; 373 pages. Bombay, India: Kemp & Co. 1904.

This little handbook, compiled for the use of the medical profession in India, is meant to contain in condensed and convenient form that portion of the British Pharmacopœia which the physician requires in prescribing. It is a concentrated B. P. A therapeutic index adds to its usefulness and scope; and there are also chapters on urinary testing, general testing, analysis of water, poisons and antidotes, and the metric system.

#### A. PH. A. PROCEEDINGS.

The annual volume of Proceedings of the American Pharmaceutical Association has been somewhat delayed this year owing to the illness of Professor Diehl, Reporter on the Progress of Pharmacy. It made its appearance last month, however, and—albeit printed on somewhat jaundiced paper—reflects credit as usual on the editorial skill and the good judgment of General-Secretary Caspari. It has been said over and over again, but it is one of the truths worth repeating, that the annual volumes of the A. Ph. A. are alone worth "more than the price of admission" to any intelligent pharmacist.

#### AN INTERESTING COLLEGE ANNUAL.

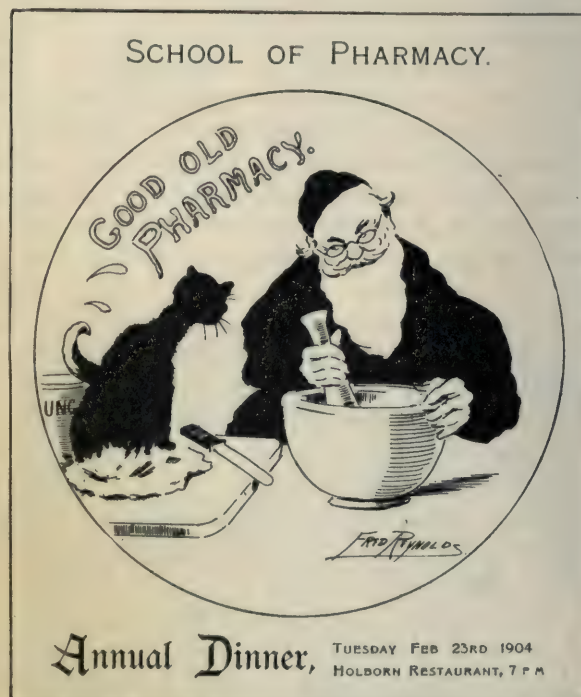
The boys in the Pharmacy School of the University of Kansas get out an interesting Annual every year. The volume for 1904 is no exception to the rule. Pictures and biographies of members of the faculty; a sketch of Chancellor Strong of the University; well-executed engravings of the University buildings; photographs of the graduating class of the Pharmacy Department—these are some of the features of the volume. Then, too, there is the usual percentage of humorous matter in which the peculiarities of the professors are made the subject of gentle satire and illustration in cartoon form.

The particular yell of the graduating class is rather unique; here it is:

Eriodictyon glutinosum!  
Chondodendron tomentosum!  
Wahoo! ! Buchu! !  
Pharmacy! Pharmacy! !  
K. S. U. ! !

It only remains to be said that the editors of the Annual are Warren S. Wilson, Edna A. Caldwell, and Luman F. Collins. Mr. Collins is also responsible for the many clever drawings and cartoons which embellish the volume.

The *Literary Digest*, always valuable, is particularly so now that we are on the eve of another presidential election. The political developments that always make a year like this exciting are treated from week to week in the *Digest* with an interest and a conciseness which are a pleasant relief from the chaotic columns of the newspapers. Men and journals from all over the country are quoted to complete the picture, and cartoons and portraits are given freely. The *Digest* is published by the Funk and Wagnalls Co., 30 Lafayette Place, New York.



A SPECIMEN OF MR. REYNOLDS'S HANDIWORK.—Readers of the BULLETIN are already familiar with the drawings of Mr. Fred Reynolds, of Leeds, England. Several of his sketches have appeared in the BULLETIN from time to time. The illustration above is self-explanatory, and was made recently by Mr. Reynolds to adorn an invitation sent out to remind interested persons of an annual dinner about to be given.



## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### Fancy Soda Drinks.

K. S. B.—Here are half a dozen or so:

#### CHERRY SANGAREE.

Cherry syrup, 1 ounce; sherry wine,  $\frac{1}{2}$  ounce; powdered sugar, 2 teaspoonfuls; 1 slice lemon, 1 slice orange. Draw coarse stream, stir and serve with straws. Use 12-ounce bell glass. Slice of lemon and orange to be added when drink is finished.

#### ELKS' DELIGHT.

Juice of half an orange, juice of half a lemon, pure grape juice 1 ounce, powdered sugar 2 teaspoonfuls. Cracked ice to half fill glass, plain water to finish; shake, serve in 12-ounce lemonade glass. Garnish with slice of orange and cherry.

#### CREAM CORDIAL.

One-half ounce rose syrup,  $\frac{1}{2}$  ounce pineapple syrup,  $\frac{1}{2}$  ounce vanilla syrup,  $\frac{1}{2}$  ounce orange syrup, 1 ounce plain cream,  $\frac{1}{4}$  glass shaved ice. Shake, strain, toss and serve.

#### COOL BREEZE.

One-half ounce Limeade syrup,  $\frac{1}{2}$  ounce orange syrup,  $\frac{1}{2}$  ounce red cherry syrup,  $\frac{1}{2}$  ounce pineapple syrup, 3 dashes lime juice. Serve in 12-ounce soda, two-thirds cracked ice, with straws.

#### GINGER FIZZ.

One gallon of simple syrup, 3 ounces of extract of ginger, 2 ounces of lemon extract, 1 ounce of citric acid solution. In using the above, draw two ounces in a soda glass and fill with soda; add one teaspoonful of icing sugar, and stir with spoon.

#### GRAPE COOLER.

One ounce grape juice,  $1\frac{1}{2}$  ounces orange syrup,  $\frac{1}{2}$  ounce lemon syrup,  $\frac{1}{4}$  teaspoonful acid solution phosphate,  $\frac{1}{4}$  glass cracked ice. Mix in 14-ounce lemonade glass. Decorate with pineapple.

#### CLARET RINGUE.

Claret syrup, 1 ounce; lemon syrup, 1 ounce; port wine,  $\frac{1}{2}$  ounce; sweet cream,  $\frac{1}{2}$  ounce. Mix and serve in 5-ounce glass.

#### KOLA COOLER.

One-half ounce kola punch,  $\frac{1}{2}$  ounce red cherry syrup,  $\frac{1}{2}$  ounce pineapple syrup. Serve in 12-ounce soda, two-thirds full cracked ice, with straws.

#### CHERRY BLASE.

Place  $1\frac{1}{2}$  ounces of cherry syrup (double strength) in a 6-ounce cup, and fill with hot water. Add grated nutmeg, top with whipped cream.

### The Preparation of Bromide Paper for Photographic Use.

G. M. R.—Mr. Thorne Baker gives the following process, which he has used with success: 2 Gm. of Nelson's gelatin No. 1 is swelled in 28 Cc. of water; it is more convenient to do this in a graduated measure placed in a cylindrical vessel of larger dimensions. When the gelatin has absorbed all the water, it is melted by slightly heating the water in the outer vessel, which is filled to three-quarters the height of the graduate. When the gelatin is melted, 1.2 Gm. bromide of ammonium is added, and the mixture introduced into a flask previously rinsed with distilled water; then a solution of 1.7 Gm. in 28 Cc. of water is added, this latter operation being carried out in the dark room. The mixture should be well agitated. The emulsion is heated to 65° C. for ten minutes, then filtered through four layers of fine muslin; it is thus filtered three or four times and then cooled. When completely cool, the emulsion is cut into small pieces and placed upon canvas, the four corners of which are then brought together and the emulsion forced through the canvas. After this operation it should be carefully washed with distilled water, preferably in a funnel suitably arranged for the purpose. The emulsion is then remelted in a porcelain dish placed in a larger vessel containing hot water. To sensitize the paper, it is floated for three minutes upon the emulsion, drained, and dried flat upon blotting-paper. The paper thus prepared gives black tones. To obtain brown tones, only 1 Gm. of bromide of ammonium is taken, to which is added 0.2 Gm. iodide of potassium. The sensitiveness of the paper varies according to the quantity of haloid salts present. For development a dilute bath of hydroquinone, alone or in combination with metol, may be used.

#### Kümmel.

G. P. S.—Kümmel is a beverage, and according to "Pharmaceutical Formulas" is made after the following recipe:

|                     |                           |
|---------------------|---------------------------|
| Oil of caraway..... | 2 drachms.                |
| Oil of anise.....   | 10 minims.                |
| Oil of fennel.....  | 3 drops.                  |
| Oil of lemon.....   | 3 drops.                  |
| Oil of nutmeg.....  | 2 drops.                  |
| Brandy .....        | 1 pint.                   |
| Alcohol .....       | 4 pints.                  |
| Sugar .....         | 5 pounds.                 |
| Water .....         | enough to make 2 gallons, |



*Formulas for Vanilla Ice Cream.*

F. R. B.—The following have been printed frequently as being very satisfactory formulas; they were originally contributed by Richard Foy to the *Druggists Circular*:

|                      |           |
|----------------------|-----------|
| Milk .....           | 1 gallon. |
| Sugar .....          | 4 pounds. |
| Eggs .....           | 4.        |
| Rich cream .....     | 6 quarts. |
| Vanilla extract..... | ½ ounce.  |

Bring the milk to boiling, add the sugar, stirring all the time, and then set aside to cool. Beat thoroughly the whites and yolks of the eggs separately, add the cream and the flavor, mix with the sweetened milk, and freeze as usual.

|                        |            |
|------------------------|------------|
| Cream .....            | 2 gallons. |
| Milk .....             | 2 quarts.  |
| Condensed milk .....   | 1 pint.    |
| Sugar .....            | 4 pounds.  |
| Gelatin .....          | 1 ounce.   |
| Flavoring, as desired. |            |

Soak the gelatin in water for two or three hours, dissolve in the milk by the aid of heat, add the other ingredients, stir well, and freeze.

|                        |            |
|------------------------|------------|
| Milk .....             | 2 gallons. |
| Sugar .....            | 4 pounds.  |
| Flour .....            | 4 ounces.  |
| Eggs .....             | 12.        |
| Common salt .....      | 1 drachm.  |
| Flavoring, as desired. |            |

Mix the flour, sugar, and salt with one quart of the milk, add the eggs, which should be well beaten, and the flavoring; heat the milk to boiling, mix all together, boil for a few minutes, let cool, strain, and freeze.

*Is the Product Explosive?*

W. C. E. sends us a newspaper clipping reading as follows:

Taylor, Texas, April 11.—While Asher Scudder, a student in chemistry, was preparing a solution of bichloride of mercury, spirits of turpentine, and wood alcohol in Dr. Cook's drug store this morning, the mixture exploded with a great force, knocking him against the shelving and injuring his eyesight to a considerable extent. His face was also painfully lacerated by pieces of broken glass.

W. C. E. remarks that he has dispensed this combination a number of times without experiencing any difficulty, and he wants to know if there really is any likelihood of an explosion. We see absolutely no reason for a violent reaction of any kind, and can only suggest that the chemical student referred to in the newspaper clipping was working with a combination of turpentine, wood alcohol, bichloride of mercury, and iodine. The latter combination is distinctly explosive.

*Tasteless Castor Oil.*

E. B. B.—If you will consult the annual index of last year's BULLETIN, printed in the December issue, you will find a number of references to this subject. At least half a dozen articles and notes appeared during the year, and a number of them were of particular value. It may be said now that the use of saccharin for the purpose of making castor oil "tasteless" is patented, and that the substance cannot therefore be employed by pharmacists generally. Dulcine makes a very satisfactory agent. Perhaps the best procedure would be to take 10 grains of dulcine and dissolve it in the oil with the aid of heat, and then to use this solution as the sweetening agent, taking as much of it as a few experimental trials would indicate to be necessary. Dulcine is a powerful sweetening substance, and only the faintest trace is required.

*Cocoanut Hair-oil.*

J. P. B.—The following formula will doubtless be found satisfactory:

|                              |                |
|------------------------------|----------------|
| Cocoanut oil .....           | 4 fluidounces. |
| Castor oil .....             | 3 fluidounces. |
| Alcohol .....                | 7 fluidounces. |
| Oil of lavender flowers..... | 1 fluidrachm.  |
| Oil of bergamot .....        | 30 drops.      |
| Oil of rose geranium.....    | 10 drops.      |

Melt the cocoanut oil, and add it to the castor oil dissolved in the alcohol. Shake well together and add the volatile oils. On cooling, the mixture acquires a crystalline appearance, characteristic of cocoanut oil.

This preparation is known as "cocoanut oil" hair dressing.

*A Question of Law.*

J. W. M.—We do not feel qualified to give you expert advice concerning a question of so much practical importance as that regarding the legality of labeling a product as "Essence of Vanilla," which is made from other substances than vanilla beans. A decision would rest very much on what the particular pure food and drug law of Pennsylvania is, as well as upon the construction which has been placed upon the law by the courts. The conditions in the several States differ very materially, and a general rule could not be safely followed. It seems to us that you ought to consult a well informed lawyer, particularly since you contemplate marketing your product generally.



*Pineapple Ice Cream.*

Q. R. S.—Here is a good formula for fountain use:

Three quarts of cream, two pounds and three-quarters of sugar, three pineapples, juice of one lemon, juice of one orange. Pare the pineapples, cut out the cores and pound them in a stone mortar into as fine a pulp as possible. Make a syrup of half a pound of the sugar, add the juice of the lemon and orange, and mix all well with the pineapple pulp. Cover until cold. Cook the cream, dissolve the remaining sugar in it, strain, cool and freeze, adding two raw whites of eggs. When done beat the pineapple pulp in the cream, add a few drops of yellow color, pack down to ripen. We advise any cream maker to put just enough color in the cream to make it look a little different from vanilla. There is a good brand of grated pineapple comes packed in cans; this may be used in place of the fresh fruit.

*Method for Bluing Steel.*

H. G. M. & Son.—Try the following: Scour the steel with a small quantity of a strong aqueous solution of soda, rinse in water, warm, and brush over with a solution of  $\frac{1}{4}$  of an ounce of chloride of iron, dissolved in 5 ounces of water, and let it dry; then apply in the same manner a solution of  $\frac{1}{5}$  of an ounce of pyrogalllic acid in 1 ounce of water, dry, and brush. This does not wear well without lacquering. The blue oxide is sometimes imitated by using a thin alcoholic shellac varnish, colored with aniline blue or Prussian blue.

*Colors for Ice Cream.*

M. D. H.—For blue you might use Prussian blue, ultramarine blue or indigo carmine; for green use chlorophyll, tincture of grass, or tincture of saffron to which sufficient blue has been added to bring about the desired shade; for yellow employ tincture of curcuma, tincture of saffron, or solution of quercitrin.

*Druggists' Formularies.*

G. W. B.—Either of the two following books would serve your purpose well: The "Standard Formulary," published by G. P. Engelhard & Co., 358 Dearborn Street, Chicago; or "The Era Formulary," published by D. O. Haynes & Co., 8 Spruce Street, New York City. A third book of the kind is "Pharmaceutical Formularies," published at the office of the *Chemist and Druggist*, 42 Cannon Street, London, E. C.

*Emulsion of Cod-liver Oil.*

The formula for an emulsion of cod-liver oil kindly contributed to the BULLETIN last month by Paul V. McCoy, of Minot, N. D., contained an inaccuracy which Mr. McCoy has since called to our attention. The correct rendering of the formula is as follows:

|                             |         |
|-----------------------------|---------|
| Cod-liver oil.....          | 400 Cc. |
| Sherry wine .....           | 200 Cc. |
| Salicylic acid .....        | 1.5 Gm. |
| Dilute phosphoric acid..... | 50 Cc.  |
| Glycerin .....              | 100 Cc. |
| Bitter almond water.....    | 250 Cc. |
| Powdered tragacanth .....   | 16 Gm.  |

*Excipient for a Pill Mass.*

F. R. C. asks what excipient will be best for the following formula:

|                                     |      |
|-------------------------------------|------|
| Powd. mass pil. de cynoglossos..... | 3.65 |
| Balsam Peru .....                   | 3.65 |
| Codeine sulphate .....              | .25  |

Make 30 pills.

Pursue the following procedure: Mass the balsam Peru with enough magnesium carbonate, using heat if necessary; transfer to a pill tile and combine with the other ingredients. A little glucose and pulverized acacia may be added if required to produce a mass of the proper consistence.

*Smelling Salts.*

C. H. K.—Assuming that you want a formula for lavender smelling salts, we suggest that you moisten coarsely powdered ammonium carbonate, contained in a suitable bottle, with the following mixture:

|                              |                 |
|------------------------------|-----------------|
| Oil of lavender flowers..... | 2 fluidrachms.  |
| Spirit of ammonia.....       | 1 fluidrachm.   |
| Absolute alcohol .....       | 17 fluidrachms. |

*Stove Blacking.*

E. B.—Here are a couple of formulas:

1. Mix 2 parts of black lead, 4 parts of copperas, and 2 parts of bone-black with water, so as to form a creamy paste. This is an excellent polish, as the copperas produces a jet-black enamel, causing the black lead to adhere to the iron.
2. Plumbago, 2 pounds; water, 8 ounces; turpentine, 8 ounces; sugar, 2 ounces. Knead thoroughly and keep in tin boxes. Apply with a brush.



*Filling for Cracks in the Floor.*

J. A. M.—A very complete filling for open cracks in floors may be made by thoroughly soaking newspapers in a paste made of one pound of flour, three quarts of water, and a tablespoonful of alum, thoroughly boiled and mixed. Make the final mixture about as thick as putty, and it will harden like papier-mâché.

*Short Answers.*

L. T. L.—We know of no standard article bearing the name of "Mixture of Magnesium Sulphate." Probably the physician referred to a formula of his own which some druggist puts up subject to his order. The N. F. has a formula for "liquor magnesiæ effervescens," but it is quite unlikely that this was the product indicated.

A. & S.—See answer given in the adjoining department of "The Druggist's Specialties" under the head of "Talcum Powder;" also that printed elsewhere in this department under the head of "Tasteless Castor Oil." Your third query we are unable to answer.

J. M. A.—A formula for a soluble disinfectant powder was printed on page 478 of the BULLETIN for November, 1903. Formulas for the proprietary articles mentioned we are unable to give you.

S. J.—Texas has no pharmacy law covering the whole State; each county has a pharmacy board of its own; and it is therefore not possible for us to comply with your request.

V. A. K.—Editorial reference to the pharmacy bill passed by the last Congress for Indian Territory will be found on another page of the present issue of the BULLETIN.

M. A. L.—"Syndicate" drug-store papers for druggists are published by Benjamin Sherbow, 2152 North 30th Street, Philadelphia.

R. Drug Co.—You will find a number of correspondence schools of pharmacy represented in the advertising pages of the BULLETIN.

R. P. O.—We could not give you such medical advice as you require, and suggest that you consult a good physician.

J. M. C.—Would tragacanth serve your purpose as a gelatinizing agent? An experiment would determine.

W. E. S.—Your subject falls outside the scope of our activities. Write the *Scientific American*, New York City.

G. C. A.—We have never heard of the oil mentioned by you, and can find no reference to it.

A. M. H.—We are not able to give you a formula for the proprietary article mentioned.

E. H.—We are not able to give you a formula for the proprietary ointment mentioned.

M. J. S.—Infusion or water of tar was official in the Pharmacopœia of 1870.

F. E. T.—We are not in position to give you a formula for resinol.



THE EDUCATION BUILDING AT THE LOUISIANA PURCHASE EXPOSITION. THE ARCHITECTURE AT THE ST. LOUIS FAIR WILL IN MANY RESPECTS OUTDO ANYTHING THE COUNTRY HAS EVER SEEN AT ITS SEVERAL EXPOSITIONS.



# BULLETIN OF PHARMACY

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## EDITORIAL.

### FEATURES OF THE FORTHCOMING PHARMACOPOEIA.

There has been much wholesome curiosity to know what changes would be made in the new edition of the Pharmacopœia, expected to appear in October; and an article from Chairman Remington's pen in the June number of the *American Journal of Pharmacy* at last gives the pharmaceutical public some of the information for which it has been patiently waiting.

In the past the Pharmacopœia has made legal hardships possible through requirements which were unnecessarily severe. Manufacturers and dealers have, for instance, been prosecuted for selling "Essence of Lemon" which, though perfectly satisfactory to the trade, yet did not conform to the requirements of the U. S. P. Cases of this sort will

be avoided in the future by the statement that the standards of the book are meant to apply only to substances used in medicine. This statement will regulate also the sale of agents used for technical purposes or in the arts, where medicinal standards are needless and should not be exacted.

But it has often been urged that the requirements for medicinal chemicals were frequently too impracticable. Recognizing this, greater latitude than before will be allowed through the adoption of what the committee calls a "Purity Rubric." This will "declare the percentage of pure substance and the limit of innocuous impurity permitted, but will not prevent the sale of the absolutely pure article, or that of a higher grade, if any pharmacist chooses to use such." "But it must be understood," adds Professor Remington, "that the so-called 'impurities' are innocuous, and that this point is controlled by chemical limitation tests which exclude likely impurities of a harmful nature."

The committee has very wisely extended the list of drugs which will be made subject to chemical standardization. This is a distinct step in advance. That "a number of the prominent synthetic remedies" will be introduced is also gratifying; but it is incidentally reported that considerable difficulty has been experienced in selecting names for these which should not be the trade-marked ones, which should at the same time be not unfamiliar to druggists, and which should not be unduly long and technical. Proper warning may be taken from Professor Remington's naive statement that in "a very few cases it has been found impossible to avoid introducing long technical names."

The adoption of doses will be hailed with delight by the druggists of the country, although it may well be doubted whether the form in which they are to be given will prove entirely satisfactory. Average doses, and not minimum and maximum statements, have been decided upon. Pharmacists asked for doses in the first place because they wanted to be relieved from the responsibility of determining whether a given dose were excessive or



not. Manifestly only maximum statements would meet this requirement; but physicians, on the other hand, feared maximum doses would mean legal entanglement for them, and so they secured the passage of a resolution at the Convention demanding average doses. The metric system will be used for dose statements, and approximate equivalents in the ordinary weights and measures will be printed in parentheses.

This brings up the subject of alternative weights and measures generally. There has been a considerable demand during the last three or four months, chiefly on the part of prominent men, that alternative quantities be given, but Professor Remington quotes with implied approval the recent open letter of Dr. Wood, President of the Convention, in which the opinion is expressed that the Committee of Revision has no authority to take the step. Alternative weights will evidently not appear in the Pharmacopœia of 1900!

#### SECRETARY WOOTEN'S ADDRESS.

The address delivered by Mr. Wooten before the Proprietary Association last month is remarkable for its quiet force, its dignified statement of facts, its strong presentation of the retailers' case, combined with its fair judgment upon the proprietors' position. Reading between the lines, the essence of the paper may be stated thus: The N. A. R. D. is an ardent advocate of the direct-contract and serial-numbering plan; it consented to waive its demand for this plan at the Washington convention when the proprietors promised to make the tripartite plan really effective; an earnest effort to carry out this promise has since been made by the fourteen proprietors, but Secretary Wooten intimated, though he did not expressly state, that thus far the results accomplished have scarcely been satisfactory.

Two weaknesses in the tripartite plan have become painfully apparent during the year: (1) "the indiscriminate handling of proprietaries by wholesale grocers, whereby cutters obtain supplies of goods," and (2) "the extremely injurious influence of the large mail-order houses who are supplying the consumer at the prices which the retailer has to pay the jobber for the goods." Concerning the first Secretary Wooten had this to say:

To what extent proprietors are selling their preparations directly to wholesale grocers it is difficult to determine. The number that acknowledge doing so is not large, but many

wholesale grocers are undoubtedly well supplied with proprietaries which they say they get from the manufacturers direct. . . . As long as proprietaries are handled by wholesale grocers just that long will price demoralization continue. The restrictions which the proprietors impose upon their wholesale druggist distributors with reference to not placing their goods in the hands of cutters are wholly needless in the case of many cutters, because the latter find it easy to get these goods through wholesale grocers. Our efforts to secure the coöperation of the jobbing druggists by means of having them find out where the goods were going before filling orders, and to refuse the orders if the replies to their inquiries were unsatisfactory, have been only partially satisfactory. We have endeavored to secure the use of blanks which we have furnished the drug jobber, but all to little purpose. To be of any real value, explicit and thoroughgoing instructions should be given by the proprietors themselves to the wholesale grocers whom they supply directly (if they must sell wholesale grocers) as well as to the wholesale druggists who make a practice of supplying wholesale grocers. Until this is done the restrictive measures which the individual proprietors have adopted with reference to the distribution of these goods may properly be characterized as "saving at the spigot and losing at the bung."

The second evil is equally great. In the rural communities, for instance, farmers make it a practice to club together when sending in an order so as to save shipping expense. And

Not only are the mail-order houses supplying the consumer at the same price the retailer pays, but aggressive cutters who are unable to obtain proprietaries elsewhere are now beginning to draw supplies from this source, thereby setting at naught all the proprietors' efforts to keep their goods out of the hands of those who exploit them for advertising purposes to the incalculable disadvantage of the proprietors' own best interests. What will the proprietors do to stop this outlet to the cutters? is the inquiry of hundreds of druggists who are doing their best to coöperate with the proprietors in making the latter's plans successful, but who seem to have encountered here an insurmountable obstacle. . . . Whether or not these mail-order houses receive their supplies from the proprietors direct (as many retailers believe) is best known to the proprietors themselves. Several proprietors have protested vigorously that they do not sell, that they never have sold, their preparations directly to mail-order houses. If this is true of all proprietors then the goods are procured from wholesale druggists or wholesale grocers. In the latter event there must be a division of profits between the wholesalers and the mail-order houses, otherwise the mail-order houses could not afford to name, as its selling price, the prices at which the proprietors require their wholesale agents to sell the goods to the retailer.

These two evils are very serious; a determined effort must be made to correct them if satisfactory conditions are to prevail in the retail trade. Secretary Wooten closed with the declaration that

my fellow delegates and I would be faithless to the duty we have taken upon ourselves of truly representing the senti-



ment of the retailers of the country if we did not warn you that unless the satisfactory conditions which you promised at Washington would surely follow your labors during the year are not realized in good measure, the desire long held in check, to break away from the proprietors entirely, will make itself felt during the coming fall from one end of the country to the other. An earnest effort will be made by those most prominent in the councils of the National Association of Retail Druggists to stem the tide of impatience, discontent, and malevolence which is sure to follow the announcement that the proprietors have all but failed in their efforts to accomplish the task which they assumed at the time of our Washington Convention. We can promise nothing more than to reason with our people and endeavor to convince them that the proprietors are, whatever dissatisfied and disgruntled retailers insist to the contrary, the sincere friends of the retail trade.

As will be seen from our mention of the Chicago meeting in the adjoining department of "The Month," the Proprietary Association did not turn to the direct-contract and serial-numbering plan as the means of relieving the situation, but renewed its allegiance to the "Washington Promise" campaign and inferentially declared that the future results would prove entirely satisfactory to all parties concerned.

#### TRADE CONDITIONS IN ILLINOIS.

The report of the Trade Interest Committee of the Illinois Pharmaceutical Association has been partially printed for circulation. It is an interesting document. A series of questions concerning trade conditions were sent out to 100 retailers, and the 41 replies received are little less than fascinating to the druggist interested in the conditions of his calling. Mr. Bodemann, as chairman of the committee, instigated the canvass.

A number of the queries relate to local N. A. R. D. conditions. Every one of the forty-one correspondents reports the presence of a local or county association in his vicinity, but only in sixteen cases are regular meetings held, while the attendance is good in but seven. In twenty-six towns full prices are gotten; in seven there is very little cutting, while in three the cutting is quite serious. In only five instances are salesmen's cards demanded of representatives.

The N. A. R. D. price mark "pharmacist" for prescriptions has been adopted in nineteen out of the forty-one localities, and in fifteen cases is reported to "work" admirably. Uniform rates on prescriptions, however, are observed in but nine instances. Twenty-two correspondents—a little

more than half of them—declare that the N. A. R. D. schedule on counter goods is in successful operation. Asked what price they get for alcohol, one replies 60 cents a pint, thirty get 50 cents, five 40 cents, and two declare they do not sell the substance at all. For carbolic acid twenty-six get 10 cents an ounce, and fourteen 5 cents. Soda water brings 10 cents in three instances, and the customary five in practically all the remaining towns.

In seven cases the physicians write prescriptions, in sixteen they dispense their own medicines, and in eighteen they do both. This seems rather an unsatisfactory showing, and yet in but eight towns has any "specific and organized effort been made to cultivate mutual understanding and coöperation between druggists and physicians." The ray of light in the situation is that in thirty-two of the forty-one localities the druggists have realized that half a loaf is far better than no bread at all, have ceased complaining in the easy chair in the back room, buckled down to business, and now sell the doctors medicines which they insist on dispensing.

In conclusion two or three scattered queries may be noted. In seventeen cases carbolic acid is sold indiscriminately, and in eighteen it is not. In eight instances the druggists have "satisfactory arrangements for making the public pay for the use of the telephone," and in twenty-nine the contrary is the truth. "Satisfactory arrangements for handling newspaper advertisements and express packages" are enjoyed in thirteen cases, but are among the absent sources of happiness in twenty-one localities.

Read, ponder, and inwardly digest these facts—and then let them stimulate to action!

The Internal Revenue Department at Washington has ruled that Duffy's Malt Whiskey and all proprietaries of this class have the same status before the Department as other "patent medicines" and may be sold as such, in original packages, without the dealer being required to hold a government liquor license.

\* \* \*

In St. Louis the druggists have settled the telephone question by entering into an agreement with the company whereby the latter is guaranteed \$6.00 per month from the use of the newly-installed slot machines. All amounts above that sum are to be divided equally between the druggists and the company.



## THE OBSERVER'S COLUMN.

## THE MONTH.

The Observer happened to meet one of his friends on the street the other day who bought two drug stores as an investment some time ago and placed managers in charge of them. One of the managers the Observer had known, and he was interested in asking how the young fellow had done since leaving a clerk's position and assuming duties higher along up the scale.

"Your Manager Johnson is a pretty good man, isn't he?" the Observer asked as he and his friend walked along together.

"Yes—yes, I suppose he is," was the hesitating reply. "He is honest, he is capable, he is a finely educated pharmacist. But he has one fatal fault. It tries me constantly and militates seriously against his success. It is like a millstone around his neck. Procrastination—that's his trouble. He never does anything to-day that can possibly be done to-morrow just as well. Things are constantly being put off, and the result is that nothing is ever done. And he is so complacent over it all! If it worried him that he didn't keep up with his duties, I'd think there was some hope for him. Well, I don't know—I'll have to let him go some day. I can't stand it forever!"

"But what about your other manager—Gray? He's all right, isn't he?" asked the Observer.

"No, he isn't. He has another fault. He is careless—sloppy—without order. Instead of having a place for things and everything in its place, there are all places for all things, and you can never find them when they are wanted. His invoices are scattered all over the store. His bottles are left where he used them last. Letters are stuck between the containers on the shelves. The cellar is all in confusion, and is positively the worst place you ever saw. Nothing is labeled—nothing is in order. The store isn't tidy and neat. He has no system, either, about going at his work. Instead of beginning Saturday morning, for instance, to dress his windows and clean his show-cases, and having it all done by noon every week, he is just as likely (if indeed he does it at all Saturday) to begin the task about noon and then have it drag along during the busy trade of the afternoon and evening and leave it unfinished after all. Deliver me from a man who is careless and unsystematic in a drug store. I can't stand it much longer. And yet—Gray is a good man in many respects. If he could only brace up and cure himself of this vice he'd be a success."

THE  
PROPRIETARY  
MEETING.

The results of the meeting of the Proprietary Association held in Chicago last month can be stated in a single paragraph—that is, so far as they affect the situation in the retail trade. Messrs. Wooten and Jones, assisted by two prominent Chicagoans, Mr. Charles H. Avery and Mr. Walter H. Gale, intimated pretty strongly to the proprietors that the "Washington promise" arrangement entered into at the Washington convention last fall had not turned out with sufficient satisfaction, and that unless the results in the immediate future proved more gratifying recourse should be had to the direct-contract and serial-numbering plan. Secretary Wooten's strong paper is treated editorially in another column. The old tripartite plan, he declared, had shown itself unable during the last year to cope with two very great evils: the distribution of proprietaries to wholesale grocers, who in turn supplied aggressive cutters, and the sale of goods through the large mail-order houses at jobbing prices. The proprietors seemed very earnest to help the retailers; they passed strong resolutions of support and sympathy; they expressed their determination to make redoubled efforts towards correcting the cut-rate situation, but—they could not see their way clear to the adoption of the direct-contract plan. Meanwhile they will increase their efforts along the lines of the "Washington promise" arrangement. Strong resolutions were passed at Chicago condemning the recent attitude of the *Ladies' Home Journal* toward proprietaries; and Mr. W. A. Talbott, of Warren, Pa., was elected president of the association.

\* \* \*

A "WASHINGTON  
PROMISE" SUIT.

Incidentally it is of interest to note that the "Washington promise" campaign has brought on a lawsuit in Pennsylvania. Francis E. Sheldon, representing the committee of fifteen proprietors in that State, has been made defendant in a ten thousand dollar damage suit instituted by a discouraged cutter in Lancaster. Mr. Sheldon has made every preparation to contest the suit, and meanwhile the "Washington promise" plans are being carried on without a hitch in the State. In Philadelphia the proprietors' committee has experienced somewhat of a setback in finding that it could not cause the newspapers to refuse the advertisements of department stores and others



offering proprietaries at cut rates. At least one newspaper told the committee's representatives that inasmuch as the cutters carried more space than all the proprietors combined, the business of the former was preferred to that of the latter! In Baltimore the proprietors are apparently getting things in readiness to draw the ropes tighter and shut off the supplies of every jobber who will not absolutely refuse to deal with aggressive cutters. Something may be expected to happen in that city soon.

\* \* \*

**THE COMING  
ST. LOUIS  
CONVENTION.**

Arrangements have finally been completed to have the N. A. R. D. meet at the Hotel Epworth in St. Louis from October 10 to 14. Promises have been obtained from the management to set aside accommodations for at least 500 delegates. The hotel is a permanent brick building situated within short walking distance of the Fair. Special rates have been secured; and it will therefore be possible at once to attend the N. A. R. D. and to visit the great Louisiana Purchase Exposition under very pleasing conditions. It is expected that the convention will be the largest in the history of the organization. It may be recalled that State associations are entitled to one delegate and one alternate for every 100 members or fraction thereof, and that local associations are entitled to one delegate and one alternate for every 25 members or fraction of that number. While speaking of N. A. R. D. affairs, it may be observed that the "Notes" had a long article recently denouncing the *Practical Druggist* as a persistent traitor to the cause. "The National Association's Executive Committee and Staff," declared the "Notes," "rightfully classify the *Practical Druggist* outfit with the trade demoralizers, and we do not see how any self-respecting firm or individual identified with the price-protection movement can consistently sustain any business relations with either."

\* \* \*

**AN UNUSUAL  
VOLUME.**

The Chicago Veteran Druggists' Association has just issued a most interesting volume. It is made up of biographies and portraits of the members of the association, together with an introduction setting forth the nature and purpose of the society. Following the great fire of '71, there was a revival of interest in the Chicago drug trade as in other occupations; and the Veterans' Association is meant to be made up of the men who put their shoulders to the

wheel at that time and "builded better than they knew." Strong bonds of sympathy hold them closely together, and make the association unique in the annals of pharmaceutical organization. Mr. Thomas N. Jamieson, "founder and patron saint of the C. V. D. A.," tenders annually a reunion and banquet on the 21st of June, and it is to him that the present volume is "affectionately inscribed." The biographies are all well written; the half-tone portraits are neatly executed; and the book will not only have a present interest to the members of the association, but will be possessed of historical value as time goes on. It is issued from the press of *The Western Druggist*, and contains at the end an original poem read by George P. Engelhard, publisher of the *Druggist*, on the occasion of the fifth annual meeting of the association. Mr. Engelhard writes eloquent poetry with no less sure a touch than he does vigorous prose.

\* \* \*

**TRAVELERS'  
AUXILIARIES.**

During the last few years a number of State associations have been wondering what methods could be adopted to maintain and increase the attendance and interest at the annual meetings. In this connection let us quote from a letter recently received from an Illinois correspondent:

The last two years have brought about a great revolution in the character of and attendance at the Illinois pharmaceutical meetings. In 1902 an auxiliary association of travelers was formed, and this organization has evidently accomplished a complete rejuvenation. I understand that last year the meeting at Bloomington was a great success, and I certainly must confess that the attendance and proceedings at Rockford this year were a surprise to me. I should roughly estimate that there were at least four hundred men in attendance, made up perhaps three-quarters of druggists and one-quarter of travelers. There were a good many busy, representative druggists there, and the programme arranged by the travelers' auxiliary gave everybody a very enjoyable day. I enclose for your inspection one of the programmes, which you will note is quite a pretentious affair. I would ask you to note particularly the formidable collection of prizes offered for the various contests. These were collected in a room of the hotel, and formed a strong indication either of the interest of the jobbing and manufacturing trade in the meeting, or else of exceptional ability on the part of the committee of arrangements. There is little doubt that the very substantial list of prizes was a drawing card to a good many druggists. There were many entries to nearly all the events, and certain members of athletic ability carried off enough value in prizes to net them a handsome income when the goods are sold at retail.

Much the condition of things portrayed in Illinois is true also of Indiana, Missouri, Wisconsin, and perhaps one or two other States. In these cases the



travelers, practically taking charge of the entertainment features of the convention, have greatly increased the attendance at the annual meetings. Is there not here a strong suggestion for associations elsewhere?

\* \* \*

**A FAMOUS  
JAPANESE  
SCIENTIST.**

Dr. Kitasato, of Tokio, Japan, one of the most renowned bacteriologists in the world, will visit this country during the latter part of August in order to be present at the International Congress of Arts and Sciences at the St. Louis Exposition. The Japanese government was requested to select its three most



prominent scientists, and it is in response to this invitation that the Doctor will come to the United States. His name is intimately associated with the discovery of diphtheria antitoxin, and with the principle of serum therapy generally. For it was his discovery of

the germ causation of tetanus, and his success in obtaining a pure culture of the bacillus, that led Behring, with whom Dr. Kitasato was at that time working, to the knowledge of antidiphtheritic serum. His was also the honor of discovering the plague bacillus. Many tributes have been paid to Dr. Kitasato by his own and other countries; and at the present time he is the Director of three Imperial institutes in Japan: the Imperial Serum Institute, the Imperial Lymph Institute, and the Institute for Infectious Diseases.

\* \* \*

**THE "NEW  
ECONOMIC ORDER."**

A large drug-store combination was formed in the East last month. It practically brought together three smaller combinations which had been operating for some time. The Riker drug stores of Manhattan and the Bolton stores of Brooklyn were consolidated. There are three of the former and five of the latter. In Buffalo a large store was recently established under the name of The Cahoon-Lyon Drug Co., and this is more or less intimately connected with the several stores of Hall & Lyon in Rhode Island and Massachusetts. The Riker and the Lyon interests have in turn been somewhat asso-

ciated, and all three combinations are therefore brought together by the recent consolidation. Every store in the group is a large and aggressive one, and the total power wielded by the new combination is very great. W. C. Bolton, formerly president of the Bolton Company, is president of the new corporation; and A. H. Cosven, formerly secretary and general manager of the Riker Drug Co., will also be general manager of the new concern.

\* \* \*

**PHARMACEUTICAL  
HONORS.**

During the last few years American pharmacy has developed a most gratifying tendency of honoring those of its devotees who have served the profession long, ably, and faithfully. A couple of years ago the pharmaceutical alumni of the University of Michigan presented the University with a life size oil portrait of Prof. Prescott. More recently the alumni of the St. Louis College of Pharmacy paid a tribute to Prof. Wall by the presentation of a bronze medal to the College and another to the Professor's family. Dr. Rice's memory, too, has been honored appropriately since his death. And now Dean Wulling, of the Pharmacy Department of the University of Minnesota, has been made the subject of an oil painting presented by the alumni to the University. The presentation was made at a banquet held last month in an eloquent speech by Mr. S. F. Sanderson, and remarks of acceptance followed from President Northrop of the University. Dean Wulling was then called upon, and of course acquitted himself with his customary readiness and facility.

\* \* \*

**MORPHINE BY  
MAIL.**

A peculiar situation has recently arisen in Texas. As our readers know, an anti-narcotic law was enacted in that State a year or two ago. It had an immediate effect in at least lessening the sales of opium, cocaine, and other similar drugs. Before long, however, a certain class of druggists in other States saw their opportunity and began advertising in the Texas papers that they would fill orders by mail. Accordingly a considerable business of this sort was done from Memphis. The postmaster at Memphis, however, discovered what was going on, and promptly secured from the department at Washington a ruling that morphine was unmailable, and that the traffic must cease forthwith. Now so far as the sale of the drug to habitués in Texas or else-



where is concerned, the ruling is just, but unfortunately it pinches retailers and jobbers who use the mails for legitimate purposes. The section of the postal laws involved is one which prohibits the sending of any poison by mail—a section which is not often enforced.

\* \* \*

#### THE POST-OFFICE CRUSADE.

Right on the heels of the sensation caused by the *Ladies' Home Journal* comes the assertion from the Post-office Department at Washington that a vigorous crusade will at once be waged against a certain class of patent medicines sold through the mails—cures for "lost manhood" and the like. They are said to violate the obscenity law and therefore to render themselves amenable to the government. Orders will be issued against them and newspapers carrying their advertisements will also be excluded from the mails. It was early reported that the Department would begin a campaign against all classes of patent medicines distributed through the mails, but this report was found to have emanated from newspaper correspondents who exaggerated the situation.

\* \* \*

#### A CALL.

The editors of the BULLETIN have received the following communication from the Committee on Practical Pharmacy and Dispensing of the American Pharmaceutical Association, with the request that we give it space in this issue of the journal:

Next September at Kansas City, when the A. Ph. A. meets, there will be a session devoted to the Section on Practical Pharmacy and Dispensing. You are urged to present something at that time. It is not necessary to prepare a long paper; on the contrary the short ones are more appreciated. Who is there among the progressive pharmacists of America that cannot furnish some little experience from his pharmaceutical career that will be interesting to others who are endeavoring to solve the pharmaceutical problems as they appear in everyday life? Do not think that your little schemes for the manipulation of pharmaceutical preparations, for the convenient storage of stock, for the expedition of dispensing, are known to all, for they are not. As soon as you have read this article, send a postal card to the Committee on Practical Pharmacy and Dispensing, 187 Woodward Ave., Detroit, Mich., and tell them that you intend to present something for this year's meeting.

\* \* \*

Alexander Murray, a member of the Faculty of the Colegio de Farmaceuticos de Costa Rica, has requested the Board of Trustees of the United States Pharmacopœial convention to publish an edi-

tion of the forthcoming Pharmacopœia in Spanish for use in Costa Rica and other Central and South American countries, and likewise in Porto Rico and the Philippines. The idea is certainly an excellent one, in case there is or would be an adequate demand for the book. It is understood that the Board of Trustees has the proposition under consideration.

\* \* \*

A pretty muss has arisen in San Francisco. It is charged that the Board of Pharmacy has discriminated against the students of certain colleges, that it has passed out examination papers in advance, and that it has used political influence for base ends. The Governor is making an investigation.

\* \* \*

The Maryland College of Pharmacy is entering into an affiliation with the Maryland University similar to that recently established in the case of the New York College of Pharmacy and Columbia. The College will hereafter be housed in one of the new buildings of the University.

\* \* \*

The "yellow salesman's card" plan in Pittsburg, described in the last BULLETIN, is still in abeyance. The jobbers insist that legal difficulties will be encountered in its operation; the retailers insist otherwise; and no amicable arrangement has at this writing been reached.

\* \* \*

Hance Bros. & White have been restored to the "white list" of the Philadelphia Association of Retail Druggists, and H. K. Wampole & Co. have been taken therefrom.

\* \* \*

A number of retail druggists in New Bedford, Mass., have formed a combination and organized a wholesale drug business with a capital stock of about \$30,000.

\* \* \*

The annual meeting of the Tennessee Pharmaceutical Association will be held July 20, 21, and 22 at the famous Lookout Inn, on Lookout Mountain.

\* \* \*

Dr. H. M. Whelpley has succeeded Prof. J. M. Good as Dean of the St. Louis College of Pharmacy.



## A WELL KNOWN CHICAGO PHARMACY.

**D. R. Dyche & Co.—Established in 1858—Has a Long and Honorable History—An Interesting Prescription Department—Unique Basement Salesroom for Sundries—Advertising Methods.**

One of the oldest, best, and most successful pharmacies in Chicago is that of D. R. Dyche & Co., at the corner of State and Randolph Streets. The business was established in 1858 by the elder Dyche

on the corner of Rand and Dearborn, and it has been in its present location since the great fire of '72. William A. Dyche, well known as a member for many years of the Illinois State Board of Pharmacy, and as the occupant of many other positions of trust and prominence, succeeded to the business many years ago, and was the active proprietor and

beneath, but, though in sight, are yet far enough away so that they are not made subject to distractions or interruptions. In this interesting eyrie four men, not to speak of a porter, are busily engaged all day long, and the rapidity and skill with which they turn out prescriptions would astonish the average pharmacist!

### PRESCRIPTION METHODS.

The Dyche pharmacy has been in existence so long, and has established so thorough a reputation for probity and scientific skill, that it gets very large professional support from the physicians of the city. The prescription business is proportionately much greater than is ordinarily the case. It will be interesting to observe the course of a prescription as it is received and handled. The salesman of course takes it from the patient or customer, and he attaches to it one of the gummed slips shown in the diagrams below:



MR. W. GRAM,  
Manager of the Dyche Pharmacy.

manager up to two or three years since, when he received the very flattering appointment as business manager of Northwestern University, his alma mater. The present manager of the store is Mr. W. Gram, and he is a thorough success as an alert, courteous and resourceful director of the business. Commercial insight and a pleasing personality explain the growth of the establishment under his direction.

### THE PRESCRIPTION EYRIE.

Now there are two features of the Dyche store particularly deserving of consideration—the prescription department on the mezzanine gallery in the rear, and the sundry salesroom in the basement. First the prescription department: This is shown in one of the illustrations, but unfortunately is not indicated very clearly. The mezzanine gallery runs across the entire width of the store over the back room, and is in full view from the salesroom proper as will appear from the engraving. There is a work counter, perhaps 20 feet in length, with plenty of room behind it for the dispensers, and then there are shelves reaching from the floor to the ceiling and filled with prescription supplies. As the dispensers work at their task they face the salesroom

REC'D.....

**WAITS.**

PROMISED.....

**Send**

PROMISED.....

**RUSH**

PROMISED.....





Exterior view of the pharmacy of D. R. Dyche & Co., located at the corner of State and Randolph Streets—one of the best corners in Chicago. The wealth of window space is utilized to the utmost advantage, as the illustration indicates. Notice the large sign calling attention to the basement annex, the entrance to which is seen at the left of the engraving. Notice also that Dr. N. S. Davis, the famous Chicago physician, and the "Nestor of the American Medical Association," has his office over the store, together with that of his son.

The blanks indicated in these slips are of course filled out in pencil or pen. The prescription is then sent up the dummy to the chief dispenser on the prescription gallery. He realizes from the nature of the gummed slip whether the order must be filled immediately, or whether, conditions being pressing, he can put it by until a leisure moment arrives. He writes the label for the prescription, and then turns it over to one of his

three men to be filled. When done it is turned back to him to be checked and examined, and is then sent down the dummy for delivery to the customer.

#### TIME-SAVING IDEAS.

In order to save time in dispensing operations, solutions are kept made up of salts and articles like potassium acetate, strontium bromide, potassium iodide, resorcin, and potassium citrate. Triturations in sugar of milk are also on hand of such substances as aloin, podophyllin, and belladonna. The latter are used especially for making powders or filling capsules, and are a great convenience at the dispensing counter. A novel feature of the prescription department is the method of keeping ointments in drawers instead of on shelves in the customary manner. A drawer is divided into compartments, and each compartment occupied by an ointment jar. The advantage is that no dust is attracted to the jars, and, moreover, the unsightly appearance is avoided which ointment pots always present when arrayed upon a shelf in full view.

Another thing that attracts the attention of the observer is the use of a small pestle made of *lignum vitæ*. This was made to order and cost several dollars. Mr. Gram declares that the ordinary pestles break with the rapid dispensing which is made necessary at times—a condition of things which explains the *raison d'être* of the *lignum-vitæ* instrument.



This view of the interior of the Dyche pharmacy is interesting as showing the prescription department in the mezzanine gallery over the rear of the store. The work-bench is immediately behind the partition-like structure, and the dispensers face the salesroom beneath while on duty. The shelf bottles behind are just seen over the top of the woodwork. The presence of seven pharmacy board certificates in this view indicates the number of registered men employed in the store.



In the Dyche pharmacy books are used as

#### PRESCRIPTION FILES.

The objection which Mr. Gram makes to the card system is that in a store where haste is so often necessary, the cards are very likely to be misplaced—and then confusion is the inevitable result. There is one section of shelving on the prescription gallery which holds about a dozen of the immense books—those filled more recently; and it is an interesting fact that so many of these huge volumes have accumulated that an entire wareroom is needed for their storage and preservation. As has already been stated, the business has been established since 1858, and, up to last December, something over a million prescriptions had been dispensed—about a million and a hundred thousand, indeed.

Now for

#### THE BASEMENT SALESROOM:

This is the result, we believe, of Mr. Gram's ingenuity, and it is certainly unique. In a word, the sundry departments of the store have simply been taken from the salesroom proper and segregated in this place. In general there are four departments—those given up respectively to soap, sponges, chamois skins, and rubber goods and trusses. The basement salesroom is shown in the last of the accompanying illustrations, and although the view does not by any means take in the whole room, some idea of the place will be gained from it. The base-

ment is reached either from the salesroom, as will be seen from illustration on this page, or from the street direct. Signs are always placed over both entrances and act in the capacity of guide-boards.

The basement is quite large—larger, indeed, than the salesroom above; and it is therefore possible to display sundries in a manner which was impossible before the change was made. Furthermore, the basement has the advantage of showing a few lines of goods only, and of concentrating attention upon these. Signs are displayed all about; price cards are conspicuous and numerous; attractive bargains are frequently offered. The result has been a great increase in the sundry business. People are drawn into the basement salesroom who would otherwise have gone to the department stores. A tremendous soap business, for instance, has been developed, and the sale of brushes, sponges, chamois skins, and other like articles has increased only less surprisingly. During the holidays, and on other special occasions, goods appropriate to the season are displayed.

One corner of the basement is fitted up as a truss room, and is provided with a curtain in front so that it can be hidden from view at any time. The truss business is very large, and one or two cards placed in the basement declare that trusses will always be fitted without expense. Such goods as elastic stockings, abdominal supports, and the like, are also kept here; and there is both a man and a woman attendant.



This is another view of the interior. At the left, and just beyond the post, the entrance to the basement salesroom is seen, and at the top of the engraving is shown the gallery running along one side of the store and ending at Mr. Gram's desk over the street. Mr. Gram is seen busily at work.



## WINDOW ADVERTISING.

Mr. Gram depended very largely on his windows to develop the basement department. He thinks that window trims afford the best advertising medium within the reach of the city druggist. He is very strong in this conviction. Over and over again he has desired to push some one line of goods to the front, and has done it with success by means of aggressive window advertising. The illustration showing the outside of the Dyche pharmacy will indicate that the windows, while numerous, present one very great difficulty. They are very narrow, being scarcely more than three or four feet deep, and it is necessary to build the displays up almost perpendicularly. For this purpose a stage or series of steps is used, and very excellent results secured. The Dyche store employs the services of an expert window dresser, and the displays are changed weekly. The location of the store is one of the best in the city; thousands of people pass by the corner daily; and the opportunity for aggressive window advertising is of course excellent.

Like most pharmacies in large cities, the Dyche store is hampered for space, and it becomes necessary to utilize every available inch. It will be seen from one of the illustrations that in addition to the mezzanine gallery occupied by the prescription

department, there is another gallery which starts from this department and runs along one side of the store to the front window. At the end is Mr. Gram's desk. Here he may sit at his clerical work, and still have a fine view of the store beneath—rather a clever idea!

## THE ADVERTISING METHODS.

Some of the advertising methods of the store are worthy of mention. Folders and circulars are systematically inserted in packages leaving the counter, and for the most part these advertise the Dyche line of specialties. Then, too, a sticker is placed on every package of patent medicine sold—that is, on the carton or label itself, and not on the wrapper. Mr. Gram, indeed, thinks it a poor policy to put one's advertisement on the outside of a package. People do not "like to advertise a store." It is a frequent occurrence in his experience to have people come in with a bundle which has just been purchased at one of the large department stores and ask that it be provided with a new wrapper, explaining that they do not like to go around in the capacity of sandwich men! Possibly this view of the question may seem a little unique to many readers, and perhaps Mr. Gram is a bit severe in scoring a small and comparatively inconspicuous sticker on the out-



Here we have the basement salesroom. The photograph was taken by flashlight, and is not a particularly good one. However, some idea of this unique feature of the Dyche store will be gained from the view, and it will be readily realized why the idea has proved so successful.



side of a package. To use large type after the style of the department stores is of course a very different question.

#### REACHING PHYSICIANS.

Once a month a circular letter is sent out regularly and systematically to 400 physicians under sealed postage. Every one of these letters, however, is typewritten on a machine, and is not printed

in simulation of typewritten characters. The work is done by a firm who makes a specialty of the business, and the 400 letters cost about \$8.50. They usually occupy only an ordinary half sheet of business paper. Mr. Gram is firmly of the conviction that such communications ought always to be as short as possible. He believes they are usually too long. Physicians are busy people and haven't much time to read advertising. "Boil it down!"

### AN ATTRACTIVE SODA WINDOW.

The window display shown in the accompanying engraving was made by H. M. Curry in the window of W. E. Sherriff, of Ellsworth, Kansas. Mr. Curry's successful trims are well known to BULLETIN readers. There is nothing elaborate about the present display, and yet it is very artistic and attractive. The decorations were in white and gold. The semicircle in the rear, to which the illustrated cards of the fruit juice manufacturers were

and carnations, together with some fresh fruits. This attracted a great deal of attention, and lasted two days. Cards were placed on supports at either side of the window, and read as follows: "*Straws Show Which Way Our Good Soda Goes,*" and "*Nice Clean Service and Plenty of Ice are Two of the Things that Make our Soda Right.*" These cards were of course made by Mr. Curry himself; and fastened to the large letter "S" in the card at



pinned, was made of pleated cheese-cloth or bunting. There were two shelves; on one was simply a row of fruit juice containers, and on the other were two containers of different design, with a placard in the center embodying a large fruit piece in colors—the advertisement, of course, of the fruit juice manufacturers. At either end of the shelves was a neatly covered pedestal surmounted with a potted plant.

A unique feature of the display was the fruit in the center and in front. Here was a large block of ice in which had been frozen a bouquet of roses

and carnations, together with some fresh fruits. This attracted a great deal of attention, and lasted two days. Cards were placed on supports at either side of the window, and read as follows: "*Straws Show Which Way Our Good Soda Goes,*" and "*Nice Clean Service and Plenty of Ice are Two of the Things that Make our Soda Right.*" These cards were of course made by Mr. Curry himself; and fastened to the large letter "S" in the card at

the left-hand were some real straws in order to give an effect of realism. Finally, two small placards, advertising ice cream, were pinned on to the supports under the potted plants. This window display was used during the week in which Mr. Sherriff had his soda opening. He sent out a neat invitation to the people of the city, accompanied by a prettily designed menu card, and although the weather was unfortunate, the free soda flowed generously all day long, and the event was in every respect notably successful.



## HAIR TONICS.

Three Good Formulas—Hints Concerning the Package—Useful Points on the Subject of a Coloring Agent—A Very Helpful and Practical Paper.

By H. C. BRADFORD.

It is not my intention in this paper to treat of all the hair tonics with which the market is flooded, but to deal particularly with those which may be called dye-tonics, and which are usually referred to as "lead and sulphur" compounds. Old and crude as these are, there is probably no other combination which has made so much money for the manufacturers or given such good satisfaction to the public. Witness the large number of "vigors," "vigorators" and "restorers" on the market, some of them enjoying almost a national sale, and causing a constant stream of lucre to flow into the coffers of the manufacturers.

I shall give in this paper formulas for which no claim for newness or originality is made, but which are good in all respects. They will sell, give satisfaction, and bring a good profit. It is practically impossible, indeed, to make a mistake, for almost "any old thing" containing lead acetate and precipitated sulphur—or, better, good washed sulphur—will work satisfactorily. However, a great deal can be done to make the product pleasing to the eye and nose, and this aspect of the case should not by any means be neglected.

### THE PACKAGE.

The usual manner of dressing these preparations for the market is to paste a large yellow wrapper-label over the entire bottle, neck included; but while this affords ample protection from the light (a very necessary precaution), it looks untidy and slipshod. A better and neater way would be to use a white opaque bottle and enclose it in a carton, or use an amber bottle and wrap it first in blue paper and then in white parchment, the bottle itself to bear all the labels, etc., since after it reaches the consumer's hands it will afford protection until the contents are used. I favor the last described package; it is neater and more distinctive and is cheaper than the first.

Now for the formulas: here is one which, while plain and simple, will do the work and prove very acceptable in every way. It is not new by any means, and my only reason for offering it and the others is to show a few little details which do not generally appear in the printed formularies.

### FORMULA NO. 1.

Lead acetate .....4 drachms.  
Washed sulphur .....4 drachms.  
Glycerin .....1 ounce.  
Distilled witch-hazel .....3 ounces.  
Bay rum, enough to make.....16 ounces.

Mix.

This is about right to sell for one dollar. The bay rum should be weak in alcohol, lest it prove irritating to the scalp. The formula may be varied in any number of ways. A good variation is to omit the witch-hazel and bay rum and use equal parts of water and violet water, or any other toilet water which may be desired. Antiseptics and hair stimulants may be added as in the following:

### FORMULA NO. 2.

Lead acetate .....4 drachms.  
Washed sulphur .....4 drachms.  
Salicylic acid .....10 grains.  
Tincture of cantharides .....4 drachms.  
Glycerin .....1 ounce.  
Bay rum, water, or violet water, enough  
to make .....16 ounces.

The acid should be dissolved in the tincture before adding the other ingredients.

While all these tonics are milky when first made, they become clear on standing, the sulphur clarifying them perfectly. This makes the addition of some color very desirable. Green is the standard for toilet articles, and many people use anilines, but these do not stand well. Tincture of grass makes the best coloring agent, and is prepared as follows:

### TINCTURE OF GRASS.

A five-pint or larger bottle is completely filled with fresh green grass cut in short pieces and slightly bruised. The bottle is then filled with alcohol and the grass allowed to macerate two or three weeks with occasional shaking. The product is then filtered. It is best to make a year's supply in the early spring, as the grass contains more color then than later on in the season. This color is good to use in anything when green is desired. When using it measure accurately in a graduate or burette and note the quantity in the formulas. This will insure an even shade at all times. If the shade be



determined by adding the color to the clear liquid it should be made a trifle dark as the sulphur and lead might "salt out" a portion of it.

#### A CLEAR HAIR TONIC.

Many persons would prefer a hair tonic containing no sediment, provided it gave as good results as those with it. A formula which I shall give directly is such a one, furnishing a perfectly clear liquid and giving results identical with any of the preceding products. The only disadvantage it possesses is that it is much more sensitive to the action of light and must be more carefully preserved. With this kept in mind, there is no reason why some druggists should not make it a very large seller, as it possesses many points of advantage over the muddy preparations. To help sales it is a good plan to keep an unlabeled flint glass bottle of it in a prominent place in the store. This "show" bottle will need to be renewed every week or ten days, but the cost is small and unworthy of consideration in comparison with

the advantages to be gained from its use. I consider this formula to be the best of its kind to be had from any source:

#### FORMULA NO. 3.

|                             |            |
|-----------------------------|------------|
| Sodium hyposulphite .....   | 2½ ounces. |
| Lead acetate .....          | ¾ ounce.   |
| Glycerin .....              | 8 ounces.  |
| Alcohol .....               | 4 ounces.  |
| Oil of lemon .....          | 1 drachm.  |
| Oil of bitter almond .....  | 15 drops.  |
| Oil of clove .....          | 15 drops.  |
| Rose water .....            | 16 ounces. |
| Water, enough to make ..... | 64 ounces. |

Dissolve the lead acetate and the sodium hyposulphite separately in a pint of hot water. Filter the solutions and mix them. Dissolve the oils in the alcohol, adding 16 ounces of water, and rub to a smooth paste with 120 grains of magnesium carbonate. Filter and add the filtrate to the first mixture. Now incorporate the glycerin and the remainder of the water.

From a pharmaceutical point of view, this is the best lead and sulphur hair tonic known, though it is no more efficient than any of the others and not quite so stable.

## AROUND THE CAMP-FIRE.

**Some Interesting Anecdotes from Mexico—The Clerk Who Gave an Indian Pills for a Bruised Leg—The Woman Who had Original Views Regarding X-Rays—The Doctor Who Got Himself Disliked by Prescribing a Bath.**

By L. O. ELLIS.

[NOTE BY THE EDITORS.—This bunch of stories from Mexico seems to us so clever that we have devoted to them the entire space at the disposal of the Camp-fire this month. Mr. Ellis, as a Central-American representative of Parke, Davis & Co., has traveled through Mexico repeatedly and has accumulated an interesting collection of anecdotes and yarns illustrating local peculiarities and customs.

So many protests against discontinuing the Camp fire department have been received lately that we feel abundantly justified in keeping it up, and assured that it is a source of monthly pleasure to our readers. A number of contributions have been sent in, and they will be used in the order of their receipt.]

One day I entered what is known in Mexico as a "botica," and while waiting to have a prescription filled the following conversation took place at the counter between the prescription clerk and an Indian:

#### A CREDULOUS INDIAN.

The Indian said to the clerk, "I want a remedy." The clerk of course asked him what kind of a rem-

edy he wanted, and the buyer merely replied that he "wanted a remedy." And a second time the clerk requested him to say what particular kind of medicine he desired, or at least to tell him what was the matter. (I may state here parenthetically that it is usual for the common people in Mexico to walk into a drug store and ask for "a remedy," no matter what ails them.) After being questioned and requestioned the supposed sick man, without giving any definite information as to what ailed him, finally pulled an almanac from his pocket, and, turning to the back part and finding the word phthisis, which he showed the clerk, explained that his family and friends had decided that it was phthisis which bothered him.

The almanac had been gotten out by a French patent-medicine house, and of course recommended just exactly what the patient needed. This time it happened to be four different remedies, one to be taken before meals, another after meals, still another



every three hours, and the fourth was to be taken night and morning. The price asked for the medicines, as I remember, was something like \$8.00, and if you could have seen the man who was about to make the purchase you would have "sized him up" for about eight cents.

To make a long story short, he dug down into every pocket he had, and finally took off his hat and pulled out his last cent in order to pay the price demanded, and then walked out, seemingly contented. The clerk kept a straight face until the customer got outside the door, and then turned to me and said: "It's strange, the influence an advertisement has over some of these ignorant people. There is absolutely nothing the matter with him now, but if he takes the four medicines which I have just sold him I have no doubt that I shall be called upon to give him something that will really do him good."

#### HIS BLUFF WAS CALLED.

The following story was given me by a German drug clerk residing in the Republic of Mexico:

"When I came to Mexico I was able to speak both my mother tongue and English, and immediately found employment in a German drug store. After I had been there about two weeks it came my turn to remain on duty Sunday. At that time I could speak very little Spanish. In came three Indians from the country one day, and the first commenced to jabber away in answer to my questions as to what he wanted. When he had finished I told him "all right" in Spanish (I at least knew that much), and went behind the case and put up a dozen cathartic pills, telling him to take one night and morning. I had not understood a word that he said, but felt that it would not do to miss a sale; and I also knew that if the pills were not what he needed they would at least do him no harm. After number one had been dispatched, number two told me his tale of woe and was served in the same way as the first had been. Then number three began. I did not let him get far, but again brought into play the one Spanish phrase of less than a dozen that I knew, and immediately put up the same medicine, handing him the package with instructions similar to those given his companions. This was the straw that broke the camel's back, for the third customer began to laugh when another clerk came in who spoke the language and was told that the man had

wanted salve or ointment to rub on a badly bruised leg!

The moral to this story is that a man should not try to do business until he is able to speak the language.

#### SHE WANTED SOME X-RAYS.

The following incident was related to me by a physician in the Republic of Mexico:

Dr. H., who lives in a small city, recently purchased one of the latest and most up-to-date *x-ray* machines, and the news soon went the rounds that he was working miracles with different colored lights known as *x-rays*. A poor woman of the village came to his office one day and asked if that was the place where they had *x-rays*, and when the porter replied in the affirmative she asked to see the doctor. When the doctor came in she begged him to sell her 25 cents worth of the famous *x-rays* with which she might heal a sick child at home, and wanted to take them with her to see if she could effect a cure. She went on to ask whether they should be taken before or after meals, and also as to what kind of a diet was needed while the rays were being taken.

#### IT WAS TOO MUCH FOR HIM!

For some reason or other the poorer class in Mexico, known as the "peons," are religiously opposed to using water externally; and it is not an uncommon occurrence for some of the better class to refuse to take a bath or even to wash their faces if they have a little something the matter with them. One physician told me that a man of some 40 years came to him with scales upon his body, and that his feet were almost like hoofs. After looking him over, the doctor told him to go to a certain river exactly at the noon hour and to take a bath every day for a month. The victim agreed to follow instructions, but it afterwards developed that he took the road leading *from* the river and towards the tall timber. To some friends he declared that he had always heard that the American doctors were learned in the art of medicine, but after having received such a prescription from one of them he was thoroughly satisfied that they were absolutely good for nothing and not to be trusted!

#### THE FOXY PHYSICIAN.

I was once in the office of an American physician



when a poor man came in who was being treated for an abscess in the ear, and just before leaving he turned to the doctor and asked if he might take a bath, stating that it was *eight* months that day since he had had one. The doctor told him *no*, that it would not be best to take one that day, but that

he would let him know when he came back to-morrow whether it would be safe then or not. After the patient went out the doctor explained to me that while it would have done the man good to take a bath, he would not dare advise him to do so on having the question put to him for the first time.

## PHARMACY IN CALCUTTA.

**An Extremely Chatty and Interesting Article—The Various Types of Pharmacies in the Large East Indian City—Western Ideas Have Gained an Entrance—American Pharmaceuticals in Evidence.**

By NORMAN S. RUDOLF, M.Sc., F.I.C., and LEWIS McLEOD, M.P.S.

"East is East and West is West, and never the twain shall meet." Only by the very widest stretch of the license proverbially accorded to poets could these words be considered true to-day as applied to modern India, for Western civilization by many channels is rapidly spreading over the great Indian Empire, which only a few years ago seemed so utterly shut to Western ideas. Foremost in this great awakening is the Presidency of Bengal, where the population of nigh onto forty millions seem to have realized that the English have come to stay, and that much of the knowledge of the ruling power is capable of being adopted by the people of Bengal.

"One touch of nature makes the whole world kin" we are told, and when East and West engage in a pitched battle with disease they must frequently meet on common ground, and however closely wedded the patient and his friends may be to Oriental ideas, nevertheless if some Western remedy is likely to effect a cure prejudice usually gives way. When the patient has been cured those who have seen and heard of the medicine are apt to feel that perhaps there is something to be said for the ideas of these outlandish foreigners, the people from the West.

THE UBIQUITOUS REPRESENTATIVE HERE ALSO.

Bengal takes its tone pharmaceutically and generally from Calcutta, and with the position of pharmacy in this great commercial center our article will chiefly deal. Although the days of enormous profits on drugs are past, yet Calcutta to-day is a veritable gold-mine to the pharmacist who is prepared to deal on a large scale and to handle a great variety of preparations. His drugs must be of the best and his stock of patent medicines unlimited, for the native customer, especially the pure Bengali,

is fond of reading advertisements and he has a lively imagination. No "hay seed from way back" could more quickly appropriate the symptoms described to his own particular case. Calcutta Bazaar affords a replica every day of Coleridge's immortal picture of Cologne, which he described as "a town of two and seventy stenchs, all well defined and genuine stinks." Consequently disease is rife; plague, small-pox, typhoid, phthisis, enlarged spleen and diseases of the liver are never failing in their season, while venereal diseases, like the poor, are always present. Here is a glorious field for pharmacy, a field which for many years was to a large extent neglected by the wholesale firms of Europe and America, but which now is the happy hunting ground of representatives with far-western drugs of stupendous formulas and specific uses. And whether it is due to the merit of the drug, the appalling length of its formula, or the sublime confidence and apostle-like enthusiasm of the manufacturers' representative, the fact remains that the preparations are sold.

In India there are some three hundred million native inhabitants, and under one hundred and fifty thousand non-Asiatic people; hence in treating of pharmacy as a whole in this country the writers have chiefly to consider the drug trade with respect to the native population, and not to give too much importance to the trade among the Europeans, which after all is only a drop in the bucket. This aspect of the situation has generally been more correctly realized by the American and Continental manufacturers, for to the conservative English manufacturer or jobber the native of India is apt to pose as only a black man and as a fit subject for missionary enterprise, while to the American especially he is "the pig that pays the rint" and is treated accordingly.



## CALCUTTA.

The center for the drug trade in Bengal is Calcutta, as here one finds most of the important wholesale dealers; and it is to be noted that the greater part of the wholesale trade in drugs in Calcutta is in the hands of the native dealers, and every day this is becoming more and more the case. Sundry reasons are given for this state of affairs, but it is probable that the native dealers secure the bulk of the trade chiefly on account of the low margin of profit on which they are able to run their businesses, but at the same time there are other factors at work which cause the trade to gravitate towards the Bazaar. The European wholesalers as a rule are also manufacturers on a very small scale, but so far as such lines are concerned as pills, capsules, tablets, and dry preparations generally the climatic conditions are hopelessly against their manufacture, since during the greater part of the year the meteorological conditions of Calcutta approximate those of the steam room in a Russian bath house.

## A VISIT TO ONE OF THE LARGE NATIVE WHOLESALE DEALERS

would be an interesting if not entirely agreeable experience to some of our American friends, so let us make the trip in spirit if not in reality. A second-class "ticca garry" (hackney carriage) is hired, a first-class one being avoided as it would be too large to wend its way through the densely crowded quarters to which we are going. It is midday, the month say September, the temperature in the shade well over 100°, the air laden with moisture so heavy and oppressive that it feels to breathe like diluted cotton-wool. The question arises, Why did we not start earlier, before the sun had become so fierce? The reason is that before midday we should not have found any of the principal men in the wholesale trade at work, the morning being devoted to bathing, religious duties, and meals. A drive along a wide, open street having on one side a line of palatial buildings, residences chiefly of wealthy Europeans, and on the other side a pleasant open plain well studded with trees, brings us to the commencement of the Bazaar, or native quarter, and our carriage plunges at once into narrow streets crowded with every description of conveyances—chiefly carts drawn by a pair of small bullocks for carrying goods. All the spaces between these are filled up solid with a dense mass of teeming humanity.

As the driver works his way further and further down the narrow lanes the congestion becomes

worse; and often, after waiting for half an hour or so and seeing no hope of further progress, the carriage has to be left in disgust, and one must continue on foot, trusting to luck to pick up some other conveyance to enable him to reach home again.

## A TREMENDOUS BUSINESS.

We enter the establishment of one of the largest wholesale drug dealers, or at least we attempt to enter, for it is some time before we can reach the sanctum sanctorum of the manager and proprietor, as the staircase and every available space is hopelessly blocked with coolies, each provided with a basket and an order for goods, all clamoring for attention in a manner which gives the lie direct to that statesman who referred to the people of India as the "voiceless millions." It is a sight that would gladden the eyes and would I fear fill with envy the heart of many an American jobber. One hundred ounces of cocaine, a gross of "hundreds" of quinine pills, ten or twenty dozen of any well known preparation—this is the sort of orders that are continually being filled; and the uninitiated onlooker wonders whether he is not witnessing some extraordinary boom. Such conditions prevail, however, every working day during business hours.

The manager sitting at his table is signing papers, and one's respect for the size of the firm is enhanced when on inspection one discovers that these are drafts for shipments of goods from Europe and America; but the rush of business is too great to make a prolonged stay comfortable, and with a courteous parting from the proprietor of this great business we take our leave, filled with wonder as to what is ever going to become of all the stream of goods that is steadily pouring forth from this establishment. There is nothing very attractive about the establishments of these native jobbers except the business they are doing, for they have not time to devote any attention to such elegancies as roll-top desks and the hundred and one office conveniences to which the business man of the Western world is used.

So much nonsense has been written of the business methods of the wily Oriental by those who have probably as globe trotters only come in contact with petty hawkers that one of the writers of this article who has for many years been doing business throughout India would take this opportunity of putting on record the fact that in honesty as regards commercial dealings the native wholesale dealer in India is very much on a par with those in Western countries, and that when



any difficulty does arise it will usually be found that there are two sides to the question, and that the dealer has been doing little more than protecting his own interests. On our return to the wide open streets of the European quarter, after our little excursion into native India, the heat by contrast will seem as nothing, and the smells will have lost their poignancy.

#### EUROPEAN PHARMACIES.

Let us now consider other aspects of the drug trade in Calcutta. First we have the few large drug stores owned by Europeans. These are situated in large and commodious buildings with an interior that would compare well with many drug stores in England or America. The goods are usually tastefully displayed in glass cases, and the stock is large and varied. Their clientele are chiefly to be found among the richer portion of the wide population and the wealthy natives, and at the same time they have a considerable country, or, as it is called, "mofussil," trade.

In the European pharmacy work is very real and earnest, and the imaginative youth who comes to Calcutta on a five years' agreement with thrilling visions of tiger hunts, glorious sunshine, a dreamy existence, and a modicum of daily toil has a very rude awakening.

#### SCENES.

Let us take a look at our pharmacy when it has got up steam. By 10 A.M. every department is in full swing. In the office at the head of his dusky satellites, the "Burra Sahib," or chief, is alert and busy, puffing meanwhile clouds of cheroot smoke which the heads of departments sniff enviously. The front shop is awake and expectant, and the doctor is in attendance to receive his patients. In the dispensing department the presiding genius has his native compounders hard at work and tries to maintain a holy calm when every one wants urgent medicines at the same time. But before the day is over the captain of a tramp steamer is an angel compared to him; and here it may be stated that the head of the dispensing department is allowed a much wider choice of language than his less fortunate colleagues in the store.

The head of the "mofussil" or up-country department has a big budget of letters on his table, and he gnashes his teeth as he notes some of the unreasonable complaints. Behind the scenes in the

"Godown," or store, quite a small army of dusky and adept workers are busily engaged in putting up the firm's specialties and filling the wholesale orders. The doctor is now in the thick of his work, which is varied and interesting. He is asked to prescribe for the government servant, reserved and precise, and his wife of the same type but more pronounced, the mercantile or bank clerk, the trader frank and happy-go-lucky, a brigade of blushing girls from a boarding school (vaccination), a rich and lordly "Babu," and a "Babu's" little child resplendently clad, or, as we have seen once or twice, a native infant in arms simply wrapped up in a piece of brown paper.

And so the work of the pharmacy goes on without a break (save half an hour for luncheon) until 6 P.M., when the European assistants seize their hats and go, while the little army of dusky workers, after a thorough search for any drugs or sundries which might have accidentally become entangled in their garments, are allowed to depart also. But one unhappy individual remains behind, he whose turn it is for night duty. He has come in that morning with the others and worked all day at the head of a department, and though he will probably have a good deal of work to do during the night, the next day he must work on without a break until 4 P.M. Then he gets outside, but the light half blinds him and he feels sick and giddy. Truly work in a Calcutta European pharmacy is very real and earnest!

#### A CHANCE FOR AMERICANS.

There are in Calcutta less than half a dozen English firms of chemists, and none of these devote themselves to wholesale work. The pharmacies of Continental countries are not at all represented, which is rather remarkable when one considers the numbers of Germans especially who make Calcutta their more or less permanent residing place. Again there is no American drug store, although with the large influx of American globe trotters who visit India each year during cold weather it is probable that there might be an opening for such an establishment provided it was run on thoroughly up-to-date lines and that the proprietor had ample capital at his disposal to enable him to keep going during the few years while he was building up his business. He would not have to depend entirely upon the American cold-weather visitors, as many of the English medical men are very well disposed towards the use of American drugs. Such a pharmacy



entirely stocked with American goods would doubtless do a good trade. Again, thanks to the persistent pioneering work that has been done by the representatives of certain large American manufacturing chemists, the American pharmacist would find many native physicians well disposed towards his goods if not actually prejudiced in their favor. A well equipped soda fountain would doubtless prove a remunerative investment as there are no soda fountains in Calcutta, but it would probably be necessary to keep this department separate from the general pharmacy.

#### THE NATIVE RETAIL PHARMACIES.

There are in Calcutta not less than 150 native pharmacies in which European and American drugs are used, and as a rule they seem to do fairly well. The best class of such pharmacies have a native physician working in connection with them who attends at certain hours of the day. This physician is usually a graduate of one of the Indian universities, or in a few cases he may have obtained his qualification to practice in Europe. Edinburgh seems often to be preferred as an alma mater. There are all grades of native pharmacies, and from the better class as just described they descend by almost imperceptible stages until one reaches the drug stores kept by natives whose only qualification may be a more or less mythical experience as a dresser or compounder in some small rural dispensary or hospital. The ownership of a few bottles of medicine seems to be all the qualification that is necessary for practicing either pharmacy or medicine in Bengal. The government apparently only interests itself in regulating the sale of morphine; stringent regulations regarding the sale of cocaine have also been established of recent years, this step having been necessitated by the wide-spread prevalence of the cocaine habit among the native inhabitants of Calcutta. Only recently packets of betel nut were sold by the hawkers in Calcutta, which packets contained large doses of cocaine for the use of habitués.

Even the better class of native firms make but little attempt at outward show, but their "turn-over" in the way of sales is often very large indeed; and many a native pharmacist who carries on his business in what to a Western observer would seem a dirty hovel is doing a trade and declaring an annual dividend that would excite the envy of most drug-store proprietors in England or the States. In no part of the world are appearances so abso-

lutely deceptive as regards financial standing and credit as in India, for a dealer in this country who is content to sit on the floor of his little shop and spend perhaps at the outside ten dollars a month for the support of himself and family, may be in receipt of an income that, were he in the West, would entitle him to a swell house on the main street with an automobile and possibly a yacht. This fact is not often understood by those whose Indian experience has only reached over a matter of a few days or months; and in consequence the enormous importance of India as a market for many kinds of goods is apt to be underrated.

To sit for the first time at the consulting table of

#### A BUSY NATIVE PRACTITIONER

is rather an interesting experience. His patients will be of every caste and creed, and dressed—or, rather, to Western eyes undressed—in all possible fashions. As a rule there is but little privacy. The patients sit on benches or squat on the floor round the physician, all endeavoring to describe their symptoms at the same time; and it is only long practice that enables the prescriber to keep each patient's case separately in his mind. He often appears to be prescribing for and giving instructions to half a dozen clamoring patients at the same moment. The most personal and intimate details are stated by the patients in public, and much of the prudery of Western life is conspicuous by its absence. To each patient a prescription is given which he takes to the dispensing department, where it is the custom to inform him of the price before making up the mixture.

Judging from the general get-up of the establishment one would expect to find very indifferent drugs on the shelves, but this is usually not the case. One of the writers has seen a patriarchal Mohammedan clothed in a flowing robe, with the manners and domestic customs of the time of Abraham, handing over to a customer a mixture containing adrenalin chloride solution accompanied by an atomizer manufactured by a well-known New York house. In fact, the writers have heard of patients who, after having a prescription for some new drug regularly filled in India, have experienced difficulty in getting the same prescription dispensed in a country town in England. The bulk of the drugs in native dispensaries are of English origin, but many French remedies are also to be found; the preparations of Grimault & Co. being immensely popular.



## AMERICAN ENTERPRISE.

The American manufacturers entered the field much later than the houses from other countries, but it appears as if an old saying is going to be once more justified, viz., "the last shall be first," for it is difficult to find in a town such as Calcutta a dispensary where at least a few bottles of American drugs are not to be found. Native chemists to whom a few years ago America was as much a terra incognita as if Christopher Columbus had never lived, are to-day to be found as regular importers and users of preparations bearing that eye-gladdening inscription, "Made in America." All learning originally came from the East to the West, and in many ways the Western peoples are endeavoring to wipe out their old indebtedness to the Oriental races. Some time in the far future, when an estimate will be attempted of what has contributed most largely to that great and enlightened new civilization which will have spread to the remotest corners of the great Indian Empire, perhaps it will then be possible to form a better idea of the important part which America has played and is playing in this great work.

Let the reader consider, for instance, what the introduction of American kerosene oil has meant to tens of millions of peasants in India who formerly had to trust to a miserable smoky "chirag," or native lamp, the sort of thing that one sees described in the chromographs of the wise and foolish virgins,

and at the best barely made the darkness visible. Again, how often has the writer had opportunities of noticing the immense educational effect of that strictly truthful medical literature which certain American manufacturing chemists are placing in the hands of the native medical men situated even in the most remote villages! In many cases literature in the physicians' own native language has been provided. American made cigarettes are now in general use throughout India, and their popularity is increasing so rapidly that ere long the ordinary "huqua," or water pipe, may be relegated to oblivion.

America is proverbially the land of big things, and one naturally thinks that the American manufacturer or financier is one who is only content to do things on a large scale. In India the field of operations contains one-fifth of the world's population and the soil is practically virgin. In India we have a strong, just government, and all goods enter upon the same footing, protection being at a discount. Whether this policy on the part of England is wise or otherwise it does not come within the scope of this article to discuss, but the fact remains that to-day American goods are able to enter India on the same terms as those of British make; and with the good start that the Americans have made it will be strange if within the next few years we do not see an even greater extension of American enterprise in India.

## CLERK WANTED.

By FRANK FARRINGTON.

I run a country pharmacy  
Down here in Poplin Hill.  
I never took a State degree,  
I never made a pill.

A self-made druggist's what I am;  
My name is Henry Hay.  
I sell paint, alcohol, and ham,  
And other things that pay.

I hired a man to work for me,  
His name was Peter Sadd.  
A youth who'd never smiled was he,  
Not even when a lad.

But drugs from A to Z he knew,  
With names too long to spell—  
For tansy, sage, and boneset, too,  
Henbane and calomel.

When Ezra Zink came in one day,  
And asked for "Five cents wuth  
Of good entguintum, right away,"  
Then Peter rose to mirth.

I never saw him smile before.  
He laughed in Ezra's face;  
The more he laughed, he laughed the more,  
Till Ezra left the place.

Said I "You fool, you're crazy, plumb!"  
Said he "Ha, ha! ho, ho!  
Unguent'—ha, ha!—hydrargyrum  
Was what he meant, you know."

That ended Peter Sadd for me;  
And now I want a clerk  
Who doesn't know enough to be  
A fool, and likes to work.



# THE MAKING OF A PERFUME.

The Art of the Perfumer Likened to That of the Cook—Success Depends upon the Proper Selection and Combination of Various Seasoning Agents—What These Are and How One Must Go About the Task.

By WILBUR L. SCOVILLE.

A perfume has been defined as "a caress to the nostrils;" an odor is an undue familiarity.

## CARESSES AND PERFUMES

are matters of taste. Some like them soft and some want them strong. One is satisfied with a delicate touch, another craves a hearty slap. One responds to an impress that another does not notice, and the vigorous taste of the second is abhorrent to the first.

The perfumer must meet all tastes, and satisfy them as far as he can. And since there is much in a name, he is expected to satisfy a variety of tastes with perfumes of the same name. One can see this illustrated in the variety of "violet" extracts that contrast with each other in the market.

There is no standard in taste that applies widely, and there is no standard in perfumes that is generally acceptable, even for a single kind of perfume.

Take a rose perfume, for instance. There are extracts to be obtained that imitate the soft odor of a jacqueminot rose fairly closely, and there are those that are pungent and more nearly resemble the geranium. But the verity of the one does not hurt the popularity of the other.

Nor is price any indication of delicacy or trueness, for there is as wide a range of tastes among the rich as among the poor. A perfumer must satisfy the buyer, whatever may be the cost; and really fine and delicate perfumes can be made to sell at a low price. Price, indeed, is scarcely an indication of taste, but appeals to other qualities in the buyer.

## THE PERFUMER VS. THE COOK.

The art of the perfumer is very similar to the art of the cook. It is very largely a matter of seasoning. Odors, like foods, have to be seasoned to make them appeal. The cook knows that beef needs plenty of salt and a little butter; that pork is relished better with a mild sour, like apple sauce; that fish needs a sharp sour—pickles or lemon; that lamb wants a spicy sour—mint sauce; and that desserts

must be flavored and sweetened right if they are to be palatable.

And similarly the perfumer must know the needs of his odors to develop their characters and make them appeal. He knows that rose must have some spice; that violet requires a little "pickling"; that heliotrope must be sweetened, etc. But the cook has this advantage—that the man who prefers Worcestershire sauce on his beef knows what he wants and suits his own taste; that he who likes the sharp Tabasco sauce on his fish will use it; and that all will employ pepper, salt, vinegar, and sugar *ad libitum*.

But the perfumer must do all the seasoning for his customers, and his success will depend upon how accurately he gauges their tastes. He cannot explain to them that some will like more spice in their rose than others, that a delicate violet may be sharpened to suit any taste, and that seasoning can be added to odors as to foods, to please all. For there are many more varieties of spices in perfumes than in cooking; there are a large number of sweet odors, and there are several of the sharper odors. And in perfumes a proper choice must be made, and then only time can "cook it in."

Broadly speaking, the art of the perfumer lies in a proper use of the seasoning odors that may be likened to the pepper, salt, sugar and vinegar of cooking. The perfumer knows his odors much as the cook knows his seasoning.

## TO MAKE ROSE ODOR, SAY:

The fundamental odor of a perfume is a simple matter. For instance, oil of rose is the basis of a rose perfume. But every druggist knows that oil of rose and alcohol will not make a perfume. It would be flat, like an unseasoned meat. First it needs "salt." Here come in the odors that impart stability and develop flavor or odor. Such substances as musk, civet, benzoin, copaiba, Peru balsam, ambergris, cinnamon, etc., are in this category.



They "fix" the odor and hold it. They must, like salt, not be prominent of themselves, but their effect on the perfume must be marked. Most perfumes must be well "salted," and some to a delicate taste are disagreeably "salty," but others like them the better for this quality.

Then a rose perfume needs a little "pepper"—used sparingly, of course. There are a variety of spicy odors that permit of a selection: clove, mint, vetivert, patchouli, camphor, geranium, guaiac wood, wintergreen, and a host of the aromatic odors. The results here will depend more upon a proper proportion of the one selected than upon a fine discrimination in selecting, though the latter will be apparent also.

Finally, a dash of "vinegar" will brighten the whole and make it a charm to the nostrils. Here again a selection is to be made from such odors as almond, sandalwood, cedar, hyacinth, heliotrope, lavender, linaloe, terpineol, etc. The perfume must not be "pickled," but enough of one or more of these is needed to brighten the whole.

Rose, being a sweet odor in itself, needs no sweetening, but some odors would need more of the "sugar" and less or more of the pepper or vinegar, to develop them into acceptable perfumes.

#### SEASONING HINTS.

So the perfumer must know his seasonings and how to select them, as the cook knows his. He must know their qualities, their applications, and their power. But his art is far more complicated than the cook's, for not only has he a much larger variety of agents to choose from, but time is his only test of judgment.

Soft odors develop on standing; the "pepper and vinegar" odors grow mellow, and may disappear; the "salt" blends and loses its individuality; but all this takes time—weeks and months. Then, after standing for several months, if the perfumer is not satisfied, he must decide whether an error has been made in the selection of some ingredient, or in the proportions used.

Familiarity with odors enables him to judge pretty accurately whether he has too much pepper in his combination, or the wrong kind of spice is present; whether it needs more vinegar, or is already pickled too much; and whether he has enough salt in it to blend well, or whether it is lacking in these qualities.

It is easy to spoil a perfume by a wrong selection of seasoning, or an unbalanced combination. Even to the consumer that likes everything highly seasoned, only a proper blending of salt, spice and vinegar will appeal. And in perfumes, a single erroneous selection may spoil an entire combination, and puzzle the perfumer for a time to learn where the trouble is. Odors may neutralize each other, or a dull or heavy odor may smother a soft and delicate one, whereas a brighter and stronger, perhaps even a ranker odor, may develop the delicate one. The perfumer may not hit the most effective of some class of seasoning in a combination, and yet may succeed with the public to a good degree; but if he happens upon a "salt" that smothers the pleasanter qualities in a combination, the public will be quick to reject the product.

#### OTHER ODORS.

The secrets of perfumery, then, lie in the proper seasoning of odors. The development of synthetic and artificial floral odors in recent years makes the fundamental odors a very simple matter. Every one knows that oil of rose is the basis of a rose perfume; ionone or oil of orris of a violet perfume; heliotropin of a heliotrope perfume; terpineol of a lilac, etc. But these of themselves are flat. They need just the proper seasoning to make them tasteful. And the "strength" of the perfume will not depend upon the quantity of the basal odor used, but upon its development by the seasoning odors.

Much that is misleading has been written about perfumes—about special facilities for getting basal odors, extreme precautions in qualities, and special facilities for combining or for ripening perfumes.

Quality counts in perfumes just as it does in foods. The best is inimitable, but the public is often content to take secondary grades. Whatever quality they may choose, the seasoning is imperative. And the higher seasonings, the more pungent or "stronger" effects, cover the finest qualities and make them less necessary. The more delicate the odor, the finer must be the qualities of all the ingredients. But whether the public really wants delicate or vigorous odors is a matter of observation.

And as soon as some qualified writer shall analyze the effects of the seasoning odors, and shall establish some simple rules to govern their selection and use, the retail pharmacist will be in a position to make satisfactory perfumes for himself.



Nº 2



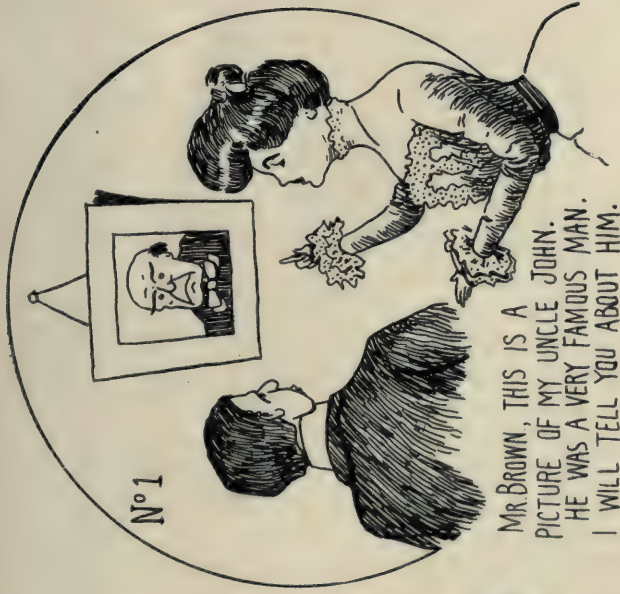
AT A VERY  
EARLY AGE HE WAS  
ADMITTED TO THE BAR

Nº 4



HE ENTERED A  
LARGE DRUG STORE AND  
SUCCEEDED SO WELL IN THIS ENTERPRISE,

Nº 1



MR BROWN, THIS IS A  
PICTURE OF MY UNCLE JOHN.  
HE WAS A VERY FAMOUS MAN.  
I WILL TELL YOU ABOUT HIM.

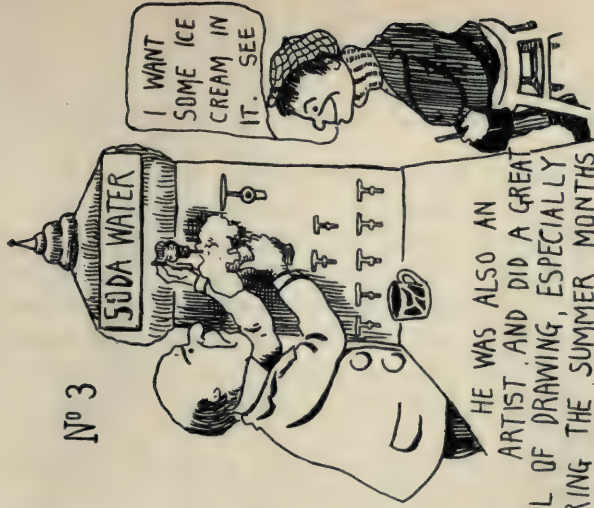
I WISH I HAD  
DE COP DAT  
PINCHED ME

Nº 5



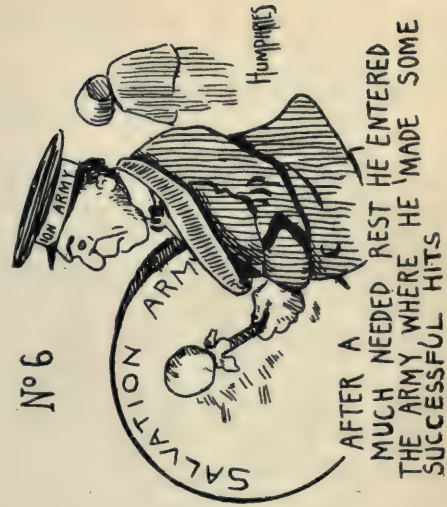
THAT HE  
RETIRED FROM ACTIVE  
LIFE FOR SEVERAL YEARS

Nº 3



HE WAS ALSO AN  
ARTIST AND DID A GREAT  
DEAL OF DRAWING, ESPECIALLY  
DURING THE SUMMER MONTHS

Nº 6



AFTER A  
MUCH NEEDED REST HE ENTERED  
THE ARMY WHERE HE MADE SOME  
SUCCESSFUL HITS



## THE NEW PATENT MEDICINE.

**Its Ingenious Manufacturer, and His Method of Gaining a Hearing at the Start—The Chief Testimonial and its Remarkable Effect upon the Sales of the Product.\***

One evening when Jerome Wesley went around to play pinochle with the Trainors, Mr. Trainor asked him what he had been doing lately, and Wesley said he had been getting out a new patent medicine.

"A patent medicine, eh?" said Mr. Trainor. "What's it good for?"

"Everything," said Wesley. "Did you ever hear of one that wasn't?"

Upon reflection, Mr. Trainor admitted that he never did.

"I hope," he said, "that you'll do well with it. Has it been put on the market yet?"

"No," said Wesley. "I expect to introduce it to the public some time next month. I will have my advance pamphlet of testimonials from private patients ready for circulation by the first of the month, and the medicine will follow a few days later. My principal object in calling here to-night was to talk to you about the testimonials. I want you to give me one."

Mr. Trainor coughed uneasily. "Oh, it's a testimonial you want, is it?" he said. "Why, yes, of course, to be sure. I'll be delighted. What do you want me to say?"

Up to that time Mrs. Trainor had listened to the conversation through the half-open dining room door, but when she heard the danger signals in her husband's voice she left the children to get their arithmetic lesson by themselves and went in and sat down facing the two men.

"Why, George Trainor," she said, "what can you be thinking about? You mustn't do anything like that, even if it is Mr. Wesley who asks you to. You don't know anything about the medicine. You never took any of it."

"That's so," he said. "I don't know anything about it. I'm sorry to disappoint you, Wesley, awfully sorry, but really, I never did take any of it, you know."

Mr. Wesley having given more time to the compounding of drugs than the study of ethics, was puzzled by Trainor's sudden change of front.

"I hope," he said, somewhat testily, "that you're not going to stick at a little thing like that."

"It isn't a little thing," argued Mrs. Trainor, warmly. "It is a grave question of right and wrong. If Mr. Trainor should say that he has been cured of certain ailments that he never had, by a kind of medicine that he never took a drop of in his life, the chances are that he would induce other people who really are so afflicted to take the same medicine, and thereby work incalculable harm."

Wesley listened aghast to this exposition of a fanatical opinion.

"Why, my dear Mrs. Trainor," he said, "I hope you don't think that I am a reincarnation of the late Lucretia Borgia?"

"Oh, dear, no," Mrs. Trainor assured him. "I don't think that you have deliberately set out to try to poison anybody, but in case anything should happen I don't want Mr. Trainor to be mixed up in it." Wesley showed a disposition to sulk, but presently his mood lightened.

"If that is all you are hanging back for," he said, "we can straighten out the tangle in no time. All Trainor will have to do will be to take a bottle of the medicine, and then he can write a testimonial in good faith."

Trainor himself gave signs of balking at that proposition. "But there isn't anything the matter with me," he protested.

"Oh, that makes no difference," said Wesley. "That is one of the beautiful features of the medicine. If you are well it can't hurt you, and if you are sick it can't make you any worse. What do you say, Mrs. Trainor? Shall George prove his testimonial?"

Upon being thus appealed to Mrs. Trainor grew surprisingly amiable.

"You may settle that between you," she said. "Personally, I don't approve of tampering with drugs needlessly, but at the same time I like to do a friend a good turn whenever I can, and if George feels that he isn't afraid of the consequences I suppose he might as well take it."

Mr. Trainor looked as if he himself was far more vitally concerned in keeping his physical system clear than his conscience, but his constitutional good nature finally overcame his instinct of self-preserva-

\*The New York Press.



tion, and before the game of pinochle began he had promised to rejuvenate himself with regular doses of the patent medicine which Wesley said he would send around early next morning.

Wesley was not slow about keeping his part of the contract. A messenger arrived with the promised package while the cook was grinding the coffee for breakfast, and she took it in and laid it beside Mr. Trainor's knife and fork. He opened the bottle as soon as he had finished eating, and before going down town he took a tablespoonful of the medicine. After dinner he took another spoonful. The next morning he had no appetite, his hand shook when he drank his coffee, and his wife told him that he had dark circles under his eyes. In the evening he admitted that he felt "groggy."

"It's that medicine," said Mrs. Trainor. "I wouldn't take any more of it if I were you."

"Nonsense," said Trainor. "That can't hurt me. Wesley said it couldn't," and then, to carry his point, he took a double dose.

During the next two days Mr. Trainor's symptoms multiplied and took on an alarming tone. On the fifth day he stayed home and sent for his doctor. The diagnosis was reassuring, and the doctor absolved the patent medicine from all blame, but as soon as Mrs. Trainor got a chance she wrote out her own opinion of the case and sent it to Mr. Wesley.

"My Dear Mr. Wesley," she said, "Mr. Trainor is very, very sick. He has been sick ever since he commenced to take your medicine. After he had taken just one dose of it he began to suffer with pains in the head; he couldn't eat anything, and his eyes got so blurred that he could hardly see. Two doses gave him a pain in his back and cold feet. The third and fourth doses increased these awful sufferings, and gave him cramps in the bargain. The fifth and sixth doses laid him up entirely. Every bone in his body aches as if he had been pounded, and he was out of his head for half an hour this morning. The doctor has been here twice to-day, and he is coming again at 8 o'clock. He doesn't say much, but I can see that he is scared. So is Mr. Trainor scared. As for me, I am scared to death. I really believe that I suffer as much as Mr. Trainor does, for added to my anxiety about him is remorse—the blackest, most terrible remorse. If I hadn't urged him to, he would never have taken any of your old medicine, and I know just as well as I know anything that that is what ails him. If Mr. Trainor dies I shall never

forgive you as long as I live, and even if he gets well I shall never feel like having you drop in of evenings to play cards, as you used to do.

Yours truly,

"CORDELIA TRAINOR."

Mrs. Trainor penned this honest, straightforward epistle between 2 and 3 o'clock on the 6th of October. On the 5th of that month Horatio Wesley was obliged to leave New York for Boston and other New England towns. Before leaving home he gave his secretary and the office boy minute instructions as to their procedure during his absence.

"The first thing to be attended to," said he, "is the mailing of those pamphlets. I have been holding them back for a testimonial from George Trainor. Watch out for his letter, and as soon as it comes have it set up and tell the pressman to run off a rush order of 10,000 pamphlets. Put all the forces in the mailing room to work and send copies of the testimonials to that first batch of 10,000 persons that we addressed envelopes to last week. Be sure and have Mr. Trainor's testimonial set up in display type, and put it on the front page. George is an old friend of mine. He'll be sure to say something particularly nice about me and my medicine, and I want it to stand right out where everybody can see it."

Mrs. Trainor's letter reached Wesley's office in the first mail of October 7. The secretary was in a hurry that morning, and when he saw the name "Trainor" on the last page he took it for granted that to read what preceded the superscription would be superfluous exertion on his part, so he bundled the testimonial off to the printers and ordered it set up just as it stood, italics and all. Not until the circulars had been mailed and reached their respective destinations did the Trainor testimonial receive the consideration that it merited. When once it gained the public eye, however, it is safe to say that no testimonial of recent date created such a profound sensation. Wesley himself read it in a Boston drug store where he had gone to close an order for 400 bottles of medicine. The druggist showed it to him, and said he believed he would countermand his order.

Wesley kept himself wonderfully well under control. He didn't say much then, and he didn't say much when he called on the Trainors after he got back to New York, but people who know all the circumstances say they are afraid the Wesleys and Trainors will never be friends again.



## SELECTIONS.

### POINTS IN THE MANUFACTURE OF ICE CREAM.

To begin with, proper and clean utensils and good materials are essential points. In the first place, a pure, good cream should be obtained of a reliable dealer and be kept cold or "iced up," as the ice cream maker terms it; that is, the can which contains the cream should be placed in a tub or box constructed for this purpose, allowing enough space around the can for the ice to be placed. Next in order will be a tin-lined copper kettle to boil the cream in, and porcelain-lined or enameled cans, or earthenware dishes to receive it and cool it (this is for creams which require boiling, also water ices, sherbets, etc.). Flavoring extracts should be of the best quality, the eggs fresh, and the fruits ripe and sound. Stale eggs and overripe fruit make miserable ice cream.

Opinions differ greatly as to the proper amount of sugar. For unboiled creams seven ounces, or a little less, sugar to the quart of cream should be the average quantity. Creams sweetened to excess, that is where more than half a pound of sugar is used to the quart, will destroy the flavor of the cream and the other ingredients, as well as be injur-

ious to the stomach; they will also take more time to freeze. On the other hand, too little sugar will make the ice cream coarse and will be apt to transform it into little pieces of ice; this can be especially observed in water ices, as ices need considerably more sugar than creams. The more sugar used the smoother the ices will be, remembering not to overdo it; using too much sugar makes it difficult to freeze the batch, and a hard matter to keep it at the proper consistency. From one pound to one pound and four ounces to the quart is the right proportion for ices. Another and essential point is to keep the goods iced up properly; replenish ice and salt as often as necessary.

This operation has twofold results: First, it will keep the cream up to the same quantity. All creams during the process of freezing will take up a certain amount of air, just as egg whites do when beaten into a foam. By allowing the cream to become soft, the air will escape and consequently reduce the bulk. Second, it will tend to become watery and form into small pieces of ice.

Creams while being frozen should not be turned too fast at the start; in this case they are apt to get "buttery." When nearly done the speed of the freezer should be increased until the batch is finished. This will tend to lighten the cream and



A PROMINENT WEST INDIAN PHARMACY.—This illustration shows one of the principal drug stores on the Island of Trinidad, in the British West Indies. The pharmacy is quite old, having been established in 1837. The firm name is A. G. de Silva & Co., and the members of it are A. G. and George de Silva, who succeeded their father, Antonio Gomez de Silva, some years ago. They do a considerable jobbing trade in addition to the retail business, and cater largely to the medical profession on the island. Trinidad is very largely populated with colored people, and these, as will be seen, predominate in the employees of the store.



cause it to gain in bulk. A forty-quart freezer will require about twenty minutes to finish with a speed of eighty revolutions a minute.

Coming back to the starting point of freezing: the freezer is packed with crushed ice mixed with rock salt, in the proportion of four pounds of ice to one pound of salt. All frozen goods are packed and repacked with this mixture, with an addition of more or less salt, as the case may require; more salt will tend to freeze quicker, but will consume additional ice. When a batch of cream is frozen it should be repacked or transferred to another can and left standing at least half an hour to "ripen" before being served. As stated before, the sweet cream should be kept iced up in a clean place, for any odor or smell is absorbed by the cream. The writer knows of a case where musty ice cream was the rule for some time, and nobody was able to discover the cause, every precaution being observed in the manufacture of the product. At last it was traced to the storage of the cream, the cause being an unclean water house where the cream and milk were kept.

Cream to be boiled should especially be taken care of in hot or changeable weather, as it will easily curdle. This may be prevented by adding a pinch of soda and constantly stirring until it

reaches the boiling point. When eggs are added they should be previously mixed with cream or milk.—From the "Dispenser Soda Water Guide," published by the Dispenser Publishing Co., Chicago, Ill.

#### BACK TO THE SOIL.

Will some of our observant readers explain why so few of the young men who enter the retail drug business choose to locate in the smaller towns? There are a goodly number of small towns in Ohio, as, doubtless there are in other States, which offer to young men who have qualified as pharmacists by passing their examinations good opportunities to open drug stores or to purchase those that have not been successfully or satisfactorily conducted. The capital required is not very large, the expense of doing business is relatively much less than in the larger towns and cities, the effort to establish one's self in the confidence of the people and secure their patronage is not so prolonged nor difficult, and the percentage of profit on goods sold is as large if not larger than in cities, where the competition is stronger.

Moreover, if he conducts himself properly a young man gains at once position and influence,



A BUNCH OF ATHLETIC PHARMACY STUDENTS.—This shows the basket-ball team of the Philadelphia College of Pharmacy, and a vigorous lot of fellows they are! They won the 1903-4 intermedical championship of Pennsylvania, and defeated all the teams in and around Philadelphia. The remarkable record was attained of winning 19 out of 20 games played during the season. The "civilian" seen at the apex of the pyramid is the manager, C. A. Walter, while the captain, S. M. Scott, has the ball under his arm.



which he is only able to secure after many years in the large city, if in fact he acquires them at all.

To the majority of young men the "country town" possesses no allurements whatever, although as business opportunities they may be distinctly more promising than the most of those presented in the business centers. They call them "dead." They hear no clanging bell of the trolley car, no incessant clatter of hoofs and rumbling of wheels over granite blocks; no cry of the push-cart man nor the riotous noise of the hurdy-gurdy. Yet these men bury themselves in small stores on street corners of large cities more completely than if they lived on a lonely island. They frequently eat two of the three daily meals in hiding behind the screen that separates the workroom from the salesroom, and spend about 119 hours each week within the cramped and stuffy walls of the shop with an outlook not much wider than that of the mole which burrows in the ground.

What part or lot in "life, liberty and the pursuit of happiness" has the young druggist of the city, who is trying to get a start in life? Nor is his condition greatly improved after he has secured his "start," for of all occupations that of the pharmacist demands more watchful attention the more prosperous his business becomes.

Better for the most of them to be content with the simple life of the village or town, where the carol of the birds announces the beginning of the day, and the slumberous hoot of the owl supplants the dreary screech of the "owl" car.

There a young man gets a start ere his locks are silvered, and after he has it he gets a seat in the "city council," or is elected township treasurer or

justice of the peace, or is appointed village postmaster. He goes as a delegate to his county convention, and if he "knows a thing or two" and has ambitions he gets to be a political "boss" of the third grade. O, yes, there is something doing in these times in the country town, and it is well to remember that many of "the great men and the chief captains, and the mighty men" who are carrying forward the world's work have sprung straight from the soil.—*Editorial in the Midland Druggist.*

#### HOW TO JUDGE A BRIAR PIPE.

If all tobacconists possessed the useful knowledge of how to discriminate between the good, bad, and indifferent in briar-root pipes there would probably be fewer murmurs heard among pipe smokers, and perhaps if we were to enlighten our readers upon some of the vital points of this important branch of the trade we should be helping them, in our small way, to run that department with greater satisfaction both to themselves and their customers. We acquired our knowledge first hand, from a practical source, and therefore have no hesitation in assuring retailers that they can thoroughly rely upon its usefulness.

To begin with our informant surprised us not a little by stating that out of every gross of briar-root pipes there were not two dozen fit to be classed among the really high grades, while about four dozen only could be safely used for "ordinary firsts," retailing at 1s. or 1s. 6d. when silver-mounted, and the remainder would be only fit to sell at 6d., 4½d.,



THE MICHIGAN STATE BUILDING AT THE ST. LOUIS FAIR.—Some of the State buildings at the Louisiana Purchase Exposition are more elaborate than was the case at Buffalo and Chicago. The Michigan building is shown in the foregoing illustration, and is one of the most pleasing in the group.



or even 3d. apiece. In the higher grades, the retailer really gets the best quality. These range from perhaps 20s. to 42s. per dozen, and even these are subjected to further and very severe classification.

Apart from the value of the bowl, there is great difference in the fittings of pipes. The higher class pipes have superior fittings and vulcanite to the cheaper ones. Then again, the cheaper classes are stained and otherwise colored up in many ways to conceal flaws and putty. The latter frequently makes itself manifest when one of these faked up briars is exposed to the sun in a shop window. No manufacturer, be it stated, can afford to waste time in seasoning lower grade pipes. These come to the smoker quite green, and in that condition are frequently injurious to the health, the palate, and the temper.

Without taking into consideration the finely finished appearance of the high grade pipe, it is far cheaper in the long run than the ordinary 1s. or 6d. type, lasting five or six times longer and giving far greater satisfaction. The way to distinguish a high class pipe from an inferior one is to a large extent by the finish. Those pipes which, described as high-class, are artificially polished, should be rejected, and only those with the rich brown shade characteristic of a thoroughly well-seasoned briar, and a full grain, should be accepted as belonging to the genuine aristocracy of the briar-root. Some people have a fad for "straight grained" pipes, but this is only a fad, carrying with it no special qualification. In fact, if a pipe should split, it is far more likely to have a straight grain than otherwise. The best grain really is the bird's-eye grain, but any full grained bowl as long as it bears the characteristics above enumerated might safely be chosen.

One frequently hears smokers talk wisely about wide bores and narrow bores in pipes, but they may rest assured that the wide bore is more or less a delusion, the width only extending in most cases about a quarter of an inch from the tip, and, if placed in the pocket without a case, proving a sure refuge for the dirt and fluff which accumulate in the pocket. The ivory screw of the pipe is an important consideration in selecting briars, fitting close and true in the best qualities and frequently lacking in that qualification in inferior goods.

The life of a high-class briar pipe is about three years, but a smoker who is fortunate enough to select an exceptionally good briar will sometimes find it a good companion and faithful friend for many years.—*Cigar and Tobacco World*.

## LETTERS.

### AN ATTRACTIVE PERFUME WINDOW.

To the Editors:

I am sending you a photograph of my perfume window, which was made when I was in business at Shedd's, Oregon. My window was small, as you will see, and the front was not solid glass. But I consider that it was a very nice design. It certainly brought lots of trade. In my experience you can sell goods from a window when you can't begin to sell them from a show-case. I like to put certain lines in my window each week and advertise them concurrently in the home paper. I find that it pays.



Regarding the arch shown in the display, I may say that it was painted on the window-pane with a combination of whiting and water. The idea was to make a sort of opening through which the display could be seen, and thus concentrate the attention upon it.

A. B. WILMOT.

Hale, Mo.

### SOME OF MR. PATTON'S VIEWS.

To the Editors:

Since contributing to your symposium in the May BULLETIN on "Your Own Remedies," I have thought of a number of things that I might have added to my letter, and which I think have aided to establish a good business foundation. I try to



keep people honest by making it hard to get credit at my place: hence I do a strictly cash business and keep no books. I feel very much like Darius Green when he undertook to fly. He said: "Birds can fly, and why can't I!" So I say that the Pennsylvania Railroad Company does a cash business, and it is a big business, too: so why can't a small retail druggist follow suit?

I try to keep so good a medicine store that discriminating people are induced to come my way. Instead of playing on the key of cheapness I constantly talk best goods with prices in accordance. I aim to serve the people to the very best of my ability, but am careful not to be the people's servant. Favors continually bestowed come finally to be regarded as rights to be demanded. In selling my own preparations I put them in the attitude of a thing to be deserved. A plain statement of the character and quality of our remedy is made to the purchaser, but he is not urged to buy it. No guarantee as to results is offered. I sell a good deal of a rheumatism remedy of my own make, and I also have in stock a remedy of like character which is guaranteed to cure or money refunded. I place both before the purchaser, and assure him that his money will be returned if no cure is effected by the guaranteed preparation. Mine I do not guarantee, but I declare it to be the best of its kind. Will you believe it, he invariably takes mine!

I regard pharmacy as a highly honorable, highly respectable and dignified calling, quite as much so as that of the physician; and I believe it is no more becoming for the druggist to stoop to small tricks to attract trade than it is for the physician to resort to questionable methods to get patronage. You see, I have old-fashioned ideas about pharmacists and pharmacy, and yet I am entirely satisfied with the results in my own experience.

JOHN F. PATTON.

York, Pa.

#### SOME STORE "RULES AND REGULATIONS."

To the Editors:

During the last few months I have seen two or three sets of drug-store rules and regulations printed in the BULLETIN for the guidance of clerks. Here are seventeen rules which have been adopted by us. We do business in a little town in Nebraska having a population of 800 inhabitants; and the rules and regulations must of course be read with this fact in mind:

1. Store must be opened promptly at 7.30 A.M. in the winter months, and at 7.00 A.M. in the summer months.
2. Sweep the store twice a day if needed.
3. Dust all show-cases and counters *thoroughly* after sweeping.
4. Wash all glass show-cases once a week.
5. Clean cuspidors *often*.
6. Wash store windows at least once a week if weather permits.
7. See that the water pail is kept well filled with water.
8. The soda fountain must be kept clean, and always well filled with ice.
9. See that all dispensing bottles and cans are kept filled with their proper articles.
10. Neatness, order, cleanliness, and accuracy are necessary, and must be practiced constantly.
11. In the winter, keep the stove well filled with coal, and looking clean on the outside.
12. Before leaving the store at night see that all doors are securely locked, and that no lamps or lights are left burning.
13. Every person entering the store, whether rich or poor, infant or adult, white or colored, must be treated with courtesy and kindness.
14. Every other duty must give way to waiting on the counter, except where serious detriment would result from so doing.
15. Clerks need but few social acquaintances, and they should be very select. Lounging in the store will not be tolerated.
16. The clerk may have at his disposal an afternoon and an evening of each week.
17. The store should be kept closed on Sundays, except when people are in need of medicine.

Let me say in this connection that the BULLETIN is indeed a good journal for druggists to read, and it gives us great pleasure to look over its pages and peruse the many interesting and practical articles which appear therein. Wishing the journal continued success, I am

E. L. GEISERT.

Hooper, Nebraska.

#### "HANDLING AND DISPENSING POISONS."

To the Editors:

I feel that I must express my appreciation of the letters on "Handling and Dispensing Poisons" which appeared in the April and May BULLETINS. A journal which supplies its readers with so much practical matter is one to which every druggist should subscribe.

I notice all contributors to this discussion agree in substance that "Eternal vigilance is the price of safety." I am a young man, but it has been my privilege to manage several stores doing considerable prescription work. I have always taken the above motto as the best safeguard. The only



mechanical device I have ever seen that to my mind is at all effective consists of a round piece of felt similar to a corn pad. This is gummed on one side. A circle of sharp pins radiate from it, with the points outward. The device is attached to the cork of the poison container. The caution required to open these armored poison containers is obvious.

I do not remember that any contributor offered this suggestion. You may take it for what it is worth.

CHAS. A. WEAVER, PHM.B.

Smith Falls, Ont.

#### SEVERAL SPECIMENS.

The specimens of illiterate orders shown in the accompanying illustration have all been received from BULLETIN readers. Fred. W. Lemon, of Aledo, Illinois, sends the first one, and explains that citric acid was the article desired. The second, from J. Cox Wall, of Eastman, Georgia, calls for potas-

|                                                                     |
|---------------------------------------------------------------------|
| <i>citric acid</i>                                                  |
| <i>arsine perstafic</i>                                             |
| <i>lenier met<br/>tritin<br/>krasfer oil.</i>                       |
| <i>pler give this<br/>girl 25 cents<br/>wirth of alk oho<br/>ed</i> |

sium iodide. The third is contributed by Nelson S. Grossman, of Cleveland, Ohio, and is generously and kindly left for the interpretation of BULLETIN readers. The fourth and last, received from Dr. H. Bush, of East Stroudsburg, Pa., exhibits a worthy attempt to spell alcohol.

#### A PRESCRIPTION.

To the Editors:

Enclosed you will find a prescription presented to us for filling a few days ago. This is about the

*Op. 9. X 11.  
N. O. (1).  
H. m. g.  
8*

worst we have ever had in our experience. We thought it might be of interest to BULLETIN readers.

CAMPBELL'S PHARMACY.

W. H. Rammage, Manager.

Chicago.

#### "DERESHTOINS FOR ADUNTS."

To the Editors:

As an example of illiteracy and euphonious spelling I submit the accompanying specimen, which you may publish if you wish. Sweet spirit of nitre

*nighter for fever # 15  
please the dereshtoin  
for adunts.*

for a fever was of course the article desired—and that we supplied the "dereshtoins" goes without saying!

J. P. FREEMAN.

Montgomery, Ala.

To the Editors:

We watch for the BULLETIN every month as if it were a relative from abroad!

G. B. GROVER & Co.

Natchez, Miss., Jan. 11, 1904.



## BUSINESS HINTS.

*The editors of the BULLETIN would like to receive specimen display advertisements for reproduction in this department—advertisements which have actually been used by druggists and printed in newspapers or other mediums.*

### Advertising a Change of Location.—

A very neat booklet of eight pages comes to us from the P. C. Schilling Co.'s Bessemer Building Pharmacy, 102 Sixth Street, Pittsburg. It is 3 1/8 by 5 7/8 inches in size, and evidently intended for being sent out in a No. 6 commercial envelope. The ink is black and the stock is a very fine and heavy calendered paper of a color approaching "old rose." The text is as follows:

For over thirty years this store was located at the corner of Sixth Street and Penn Avenue. It has always done a successful business and you might think that our location now is not so good, but when you come into the new store and see what an improvement has been made you will say that we have done well.

The store is much larger and lighter; the fixtures are better; the facilities for serving the trade and taking care of stock are greatly improved. We have now the finest and best equipped Drug Store Pittsburg has ever seen.

In fitting up the new store we have tried hard to make every feature as nearly perfect as possible, but the crowning effort was put on the prescription department.

We have here a collection of Drugs and Chemicals that will meet the requirements of the most advanced Physicians in the country; and we have created facilities for obtaining new chemicals and preparations as soon as they meet with professional approval. If you have had trouble in getting any prescription filled, or if you have a specially difficult formula, you will save time and trouble by bringing it here.

We do not want you to think that because we have a strictly "quality" Drug Store that the prices will scare you.

Our prices on Patent Medicines, Toilet Goods, Perfumes, &c., are as low as in the cheapest store in Pittsburg.

The price charged for prescriptions is

as low as you want. We always consider the compounding of a prescription first—the price is an after consideration, but it will never be one cent more than it should be. The only quality of medicines we care to dispense is the very best, and we take it for granted this is the kind our customers want. If you buy Drugs for less than we ask you will not get as good quality. This is true.

### A Drug-store Paper.—

W. C. Wheelock, of Kalamazoo, Mich., has begun the issuance of a little drug-store journal which he calls "Wheelock's Kalamazoo Hustler." It is rather cleverly gotten up, and on the editorial page the subscription rates are given as follows:

#### SUBSCRIPTION RATES.

|                 |                            |
|-----------------|----------------------------|
| One Month ..... | Free.                      |
| Six Months..... | Your Good Will.            |
| One Year.....   | A Share of Your Patronage. |

On the last page about half a column is devoted to four inch-and-a-quarter advertisements of other dealers in Kalamazoo. This is doubtless done in order that the "Hustler" may be self-sustaining. Here is a clipping from the sheet, which is not half bad:



MONK: Say, Spots, don't you worry a whole lot about sore throat?  
GIRAFFE: I should think not. Wheelock has the stuff to fix it, even on a long neck like mine.

### The Dressing of Windows.—

Some stores do not place price tickets on their goods which they display in the windows. Concerning this the *American Advertiser* remarks: "We think this is a mistake in all cases where the goods sell at a low or medium price. It might not be well in cases of very expensive goods to place the price upon the article, as this might have a tendency to cause many persons in the lower walks of life, who



do not know the value of goods, to consider the store a high-priced one. But on all goods which sell for a popular price there is nothing like having a neat price ticket, so that persons looking into the window can get some idea as to the prices at which you sell the goods. Particularly if the articles are bargains it is well to make a liberal display of prices. A window, to some extent, can direct the class of trade which you wish to patronize you. If you are seeking after only the very fine trade, a display of very fine goods and novelties, without prices, will be apt to cause such persons as buy these goods to call into your place of business. If you are seeking after those who wish bargains, then you should dress your windows entirely with bargain articles, marked at very low prices. The show cards which you use in the windows require a great deal of attention in several respects. In the first place, there is nothing which gives a store such a poor appearance as dirty or poorly made show cards. The expense of having good show cards well made, and of changing them often enough to keep them fresh and clean, is so little in comparison with the harm that untidy cards do, that there is no excuse for any firm not having the best. White cardboard for a window is to be preferred under most circumstances. When colored cards are used, care should be taken that the colors do not conflict with the colors of the goods on which they are placed. A lack of harmony in this respect will often spoil a very good window display. If colored cards are used, only one color at a time is a great deal better than having several colors in the same window.

#### Soda Fountain Openings.—

There is no question about it—a soda fountain opening is an excellent means of starting off the trade each season with a boom! Late in May a very successful opening was inaugurated in Gleghorn's pharmacy, Brushton Avenue and Tioga Street, Pittsburg, Pa. An orchestra of seven pieces furnished music for the occasion. Free soda was served to all; every woman was given a carnation; and every man a cigar. The opening was held during the evening hours only, and was a great social as well as business success. The chief soda dispenser at Gleghorn's pharmacy writes us that the soda trade was given a great impetus by the event.

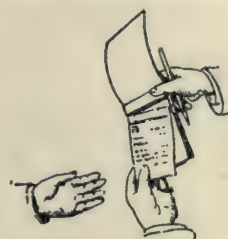
A successful soda opening was also conducted on May 10 by Mr. W. E. Sherriff, a prominent druggist of Ellsworth, Kansas. A neat folder invitation was sent out to the people of the city, and a tremendous business was done all day long. Sher-

riff's soda fountain trade was given a momentum which will keep it traveling rapidly all summer long. The window display used during the week is shown elsewhere in this issue of the BULLETIN.

#### A Prescription Advertisement.—

Druggists do not talk about their prescription business enough in their advertising. It must be remembered that this is the backbone of their profession, and should be given adequate attention. A good advertisement is here presented which we clip from the little drug-store paper issued by Andrew R. Cunningham, the Detroit druggist:

#### CHECKING UP!



After the prescription is carefully studied, after all the ingredients have been placed in the bottle, then we "check up." Another clerk carefully reviews the quantities weighed and measured and examines all the bottles from which drugs have been taken, to see that no mistake has been made. We do this with all prescriptions and take time to do it thoroughly. You want your prescriptions filled that way, do you not?

#### Booming the Soda Trade.—

Last month we explained a scheme which Mr. Cooban had recently conceived to swell the receipts at his fountain. Here is a modification of the same idea. It is fully explained in the following ticket:

#### 5-lbs. of Huyler's Best Candy FREE EVERY WEEK

Guess how many pink pills there are in the bottle in the window—pills are counted each Saturday night by boy in window; person guessing exact or nearest to the number gets the candy.

I guess that there are.....pills in the bottle

Name .....

Address .....

NOTE—Fill out and give to the Soda Man.



### Waiting on Customers.—

It is customarily recommended that customers be waited on in the order in which they entered the store—"in turn," as it is commonly called. This is not always advisable, however, as may readily be observed by any one who has ever been in a busy store. The customer who wants a cigar, a package of gum, or some such trifle, that can be quickly handed out, does not always care to wait until all those ahead of him have been waited upon; while the man hurrying to catch a street-car or railroad train must of course receive preference over other customers. Then there are others who are seeking advice from the druggist or his clerk and are willing to wait until there is a lull in the trade. The necessity for nice discretion in the order of waiting upon customers is most noticeable in stores located on intersecting car lines in large cities.

### A Prescription Check.—

Last month we had something to say about the prescription check system used by P. B. Knapp & Sons, 362-364 Hudson Street, New York, and quoted from a recent circular in which the system was explained to patrons of the pharmacy. This month we are able to present a reduced illustration of the prescription check itself; the original is 2 3/8 by 7 7/8 inches in size.

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-------------------|------------|------------|------------|------------|---------------|-----------|----------|-------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>A SAFEGUARD</b><br/><b>Prescription Check.</b><br/>YOUR CUSTOMER'S COUPON!</p> <p><b>SEE THAT NUMBER BELOW CORRESPONDS WITH CHECK NUMBER ON YOUR PACKAGE</b></p> <p>These coupons are accurately numbered and will enable you to identify your parcel. As an additional precaution, however, to insure correct delivery of prescriptions, it is our custom to request the name and address of customers as well. The giving of name and address is optional and always at the pleasure of our customers.</p> <p><b>11511</b></p> <p><small>Printed by American Bank Note Co., N.Y.</small></p> | <p><b>B Prescription Check.</b><br/>PARCEL COUPON!<br/><b>P. B. KNAPP &amp; SONS,</b><br/>Apothecaries. Established 1839</p> <p>Name _____<br/>Address _____<br/>Date _____ Dr. _____</p> <p>Dispenser _____ Price of Rx _____</p> <p><b>11511</b> Total \$ _____</p> <p><small>Printed by American Bank Note Co., N.Y.</small></p> | <p><b>C Information Coupon.</b></p> <table border="0"> <tr> <td>Received</td> <td>Delivery promised</td> </tr> <tr> <td>A.M. _____</td> <td>A.M. _____</td> </tr> <tr> <td>P.M. _____</td> <td>P.M. _____</td> </tr> <tr> <td>Half quantity</td> <td>Return it</td> </tr> <tr> <td>"Double"</td> <td>Copy wanted</td> </tr> </table> <p>Wait _____ Call _____ Send _____</p> <p><b>11511</b></p> <p><small>*Make tick mark only in third time.</small></p> | Received | Delivery promised | A.M. _____ | A.M. _____ | P.M. _____ | P.M. _____ | Half quantity | Return it | "Double" | Copy wanted | <p>1. Moisten and attach this gummed surface to BACK of Rx in such manner that reading matter both on check and Rx are presented to the eye at the same angle. Two or more Rx's may be thus attached by lapping them, <b>EVENLY</b>, from the top downward, and applying firm pressure for an instant. Use a pin if NECESSARY.</p> <p>2. Coupons B and C must remain attached to prescription until it has been <b>ENTIRELY COMPLETED</b> (including labeling) <b>AND CHECKED.</b></p> <p>3. In removing checks leave this gummed end on prescription to avoid mutilation of same.</p> |
| Received                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Delivery promised                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| A.M. _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | A.M. _____                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| P.M. _____                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | P.M. _____                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Half quantity                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Return it                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| "Double"                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Copy wanted                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                            |          |                   |            |            |            |            |               |           |          |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

### Buy for Cash.—

The best way to buy goods at a low price is to buy for cash, says John W. Ballard, of Davenport, Iowa, in the *American Druggist*. If one has the required funds it will need no argument to show him the profit, but if he has not the required funds it will even be profitable to borrow at current rates and discount bills. The following illustrations will show this:

On merchandise on which thirty days is given the usual discount is 1 per cent for cash in ten days. Let us suppose that a bill of \$500 is purchased on these terms. On the tenth day we borrow at the

bank \$495 for the twenty days. Then this transaction would show a profit as follows:

|                                                |        |
|------------------------------------------------|--------|
| Cash discount on bills.....                    | \$5.00 |
| Interest on \$495, at 6 per cent, 20 days..... | 1.65   |

In favor of cash discount.....\$3.35

This transaction repeated for each month in the year will show a gain for the year of \$40.20.

Again on sundry drug orders the usual terms are sixty days' time, or 1½ per cent on ten days' time. For the comparison take the same amount:

|                                                |        |
|------------------------------------------------|--------|
| Cash discount on \$500, at 1½ per cent.....    | \$7.50 |
| Interest on \$492.50 for 1 month and 20 days.. | 3.12   |

In favor of cash discount.....\$4.38

This repeated each month in the year will show a gain for the year of \$52.56.

Some of the articles handled by druggists can be bought at larger cash discounts, such as optical goods and stationery, and these give a better *pro rata* showing than those above.

### Another Drug-store Paper.—

The Laue-Davis Drug Co., owning two stores in Portland, Oregon, have thought it would be a good plan to issue monthly a little drug-store paper. The first number lies before us as we write. It is smaller than the average sheet of the kind, measur-

ing but 6 by 9¼ inches. It has four pages, and is printed in black ink on yellow stock. The title is "Drug News." About 50 per cent of the space has wisely been devoted to such general reading matter as jokes and the like, and the remainder is chiefly given up to display announcements. There is some little room for typographical improvement, but this will come in time. The display advertisements and the general text are kept in separate columns, which is not a satisfactory arrangement. It would be better to have the advertisements scattered through the entire paper, in which case they are much more likely to be read.



## PRACTICAL PHARMACY.

### Essence of Pepsin.—

Joseph Herb, Ph.D., in a paper read before the last meeting of the Wisconsin Pharmaceutical Association, declared that he had evolved the following very satisfactory formula for essence of pepsin after considerable experimentation:

|                                    |                         |
|------------------------------------|-------------------------|
| Brandy .....                       | ½ pint.                 |
| Glycerin .....                     | 1 pint.                 |
| Pepsin (1:3000).....               | 1 ounce.                |
| Muriatic acid (31.9 per cent)..... | 2 drachms.              |
| Distilled water.....               | enough to make 5 pints. |

Take the brandy, dilute it with one-half pint of distilled water, add one ounce of sweet milk, shake well and filter through filtering paper. The filtering is done quickly and results in an almost colorless filtrate. In the meantime dissolve the pepsin in a mortar in two pints of water, mix it with the filtrate containing the brandy, and to this add the muriatic acid, diluted with a pint of distilled water. Mix well and fill up with distilled water to five pints.

Mr. Herb said by way of explanation: "I experienced considerable difficulty in filtering this mixture. To filter it in the usual way through filtering paper will take about two weeks, and many times of re-filtering through the same filter, till its pores are closed enough to allow only a perfectly clear fluid to pass through. Carbonate of magnesia and precipitated phosphate of calcium are excluded on account of being decomposed by muriatic acid. Common powdered talcum is not suitable, because muriatic acid dissolves small amounts of alkali out of it and thus forms impurities in the finished product. Purified talcum is seldom handy and also unsatisfactory. After some experimentation I found that paper pulp gives excellent satisfaction, as it allows the essence to filter quickly and perfectly clear, and once clear, it will remain clear to the last drop. I prepare paper pulp by tearing up some white filtering paper and rubbing it with a little essence of pepsin in a mortar (which must not be of metal) to the consistency of a pill mass, and then I keep on working this paste till it forms a perfectly homogeneous mass. This must be mixed and stirred well with the balance of the essence and then poured on a paper filter, from which it will run perfectly clear and in almost no time. It may not be out of the way to mention that the pepsin mixture filters very easily with the aid of any one of the different clarifying agents if the muriatic acid is left out, but on adding the acid to the filtrate a fine precipitate is thrown out, as fine

and light and as difficult to remove as the one which sometimes appears with age in bottles which are not quite full."

### Syrups in the New Pharmacopoeia.—

If the report of the A. Ph. A. Committee on Revision of the U. S. P. is to be relied upon as authoritative, the principal change made in the syrups will be in an increase in the amount of sugar called for in a number of them. By such addition of sugar the keeping quality in warm weather is increased and they receive a better body for use where insoluble remedies are to be suspended in them. The most radical change is that made in syrup of tar. The use of boiling water and glycerin is abandoned. By the use of carbonate of magnesia and clean sand the tar is taken up by the water, and after filtering the sugar is added. Syrup of the iodide of iron, instead of containing about 10 per cent of ferrous iodide, will, in conformity with the instructions of the Brussels international convention, probably be reduced to 5 per cent. When so reduced it is claimed that it will be more stable under exposure than it is at present. The syrup of the phosphates of iron, quinine and strychnine darken very much when standing in the stock bottle. As dispensed in various stores its color is markedly different according to its age. If fresh it is fairly clear. If long kept it may be very dark. In order to overcome this difficulty it is proposed to keep a solution of the salts and alkaloids in glycerin. When the syrup is called for, equal parts of the glycerin solution and of simple syrup are to be added together and dispensed. When thus kept and the syrup thus extemporaneously prepared just as called for it can always be sent out quite clear and free from precipitates.

### Pharmacist's Paste.—

Some remarks on the making of paste for the pharmacist's use were made by Professor Lowe at a recent meeting of the Philadelphia College of Pharmacy. He recommended a paste consisting of equal parts of the following: Powdered acacia, tragacanth and dextrin. It yielded a paste which, though adhesive, permitted the labels to be easily removed. He also recommended the flour paste, the formula for which is given in Remington's Practice of Pharmacy. He stated that in his store some trouble had been experienced recently in making this paste from some of the commercial flours, as it would not properly thicken, and it was found that Millbourne flour was the most satisfactory for the purpose.



**Keeping Moist Opium and Vegetable Drugs.—**

How can moist opium be kept in stock so that it will not get moldy? A. E. Ebert (*Meyer Bros. Druggist*) answers this question as follows: "I keep the gum in a well closed tin can. I have also tried a well stoppered glass jar; yet, as soon as the lump of opium is broken open for use and placed back into the container, the opium begins to mold. How to keep vegetable drugs is a subject that is much neglected. Even our official national standard, the U. S. Pharmacopœia, while it gives special directions how to keep essential oils and some of the chemicals and galenical preparations, gives no advice, specifically or otherwise, how to store and preserve the crude vegetable drugs for which it is the established authority.

"The reason why vegetable drugs spoil, notwithstanding all extra care in the shape of tight-fitting covers and the use of tin and glass containers," continues Mr. Ebert, "is the following: When these drugs are prepared and dried so that they meet the requirements of the market, they still contain a quantity of moisture, and will, if kept in tight and non-porous receptacles, give off moist vapors whenever the temperature surrounding these containers rises; this will again condense when the temperature lowers, whereby the contents begin to grow moldy. If, on the contrary, these vegetable drugs are kept in porous containers, the moisture will equalize itself with the surrounding air. The stocks of the dealer in herbs and the wholesaler in drugs are generally in fair condition, although kept in barrels, wooden bins and boxes, and in rooms where there is a constant change of air and temperature. That vegetable drugs should be kept in a dry place it is not necessary to state. Therefore we would advise the keeping of opium for dispensing purposes in a wooden or porous stone container, and, while it will lose moisture by evaporation, we believe, it will not become moldy."

**A Water-miscible Fluid Extract of Cinchona.—**

A product of this nature which is also medicinally active is prepared according to Warin (*Jour. Chim. et Pharm.*) by thoroughly moistening 200 grammes of powdered cinchona bark with a mixture of 80 grammes of water and 10 grammes of hydrochloric acid, allowing to stand for 2 hours, then packing in a percolator and percolating with water until the drug is exhausted. The first 150 grammes of percolate is to be reserved, the remainder of the percolate is to be evaporated in the usual manner to 30

grammes, 20 grammes of alcohol is to be added, and this mixture then incorporated with the reserve percolate. The product is a brown, very bitter liquid, making a clear mixture with water. The writer states that an alcoholic fluid extract is richest in active and aromatic constituents, especially if a small amount of hydrochloric acid has been added to the menstruum, but it does not make a clear mixture with water. The presence of glycerin in this fluid extract is not only useless but interferes with trituration as well.

**Zinc Ointment Again.—**

The Pharmacopœia directs the ointment of zinc oxide to be made by sifting the bolted zinc oxide upon the surface of the melted lard and stirring until cold. According to the reports of several pharmacists, the powdered zinc oxide is apt to form lumps with the melted lard, which become so distributed that they cannot be easily disintegrated. The following method is advised by H. A. B. Dunning (*Druggist's Circular*) for the preparation of the ointment: Rub the powdered zinc oxide in a mortar with sufficient hot melted lard to make a smooth paste; then add the remainder of the melted lard, and allow to stand a short time for any lumps which may form to settle. The upper homogeneous mixture is then passed off into a hot dish, and allowed to stand. The lumpy portion remaining in the mortar is rubbed to a smooth paste with the homogeneous mixture formed from the hot dish. Any lumps remaining in the dish should be treated in the same way as those in the mortar. This procedure may be continued until a perfectly smooth mixture is obtained, when the whole is stirred in the mortar until cold.

**To Distinguish Between Phenacetine and Acetanilid.—**

Barral (*Journ. Pharm. et Chim.*) gives the following reactions for acetanilid and phenacetine: With phospho-molybdate of ammonia, both compounds yield a yellow precipitate, but that of acetanilid dissolves upon warming, while the phenacetine precipitate does not. Mandelin's reagent gives with acetanilid a red color rapidly changing to a brownish-green, while the color produced with phenacetine is olive-green at first and red-brown afterwards. Sodium persulphate gives a yellow to orange color with phenacetine, and bromide water colors the crystals of the same compound a rose red. Millon's reagent gives a yellow color with phenacetine, nitrous ether being disengaged at the same time.



# BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

## Swamproot Again.—

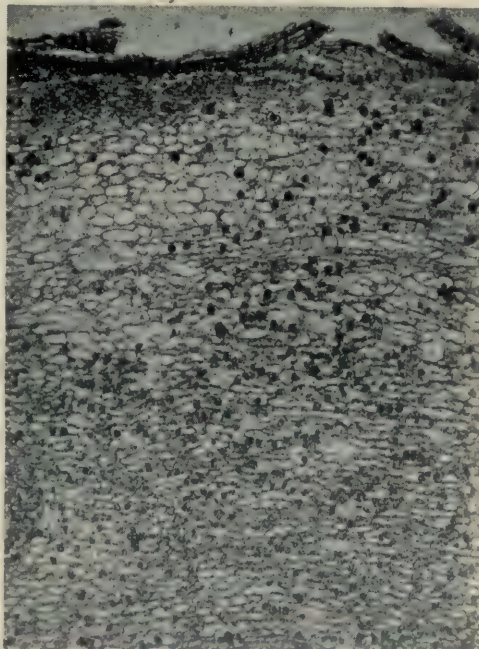
Because we stated for the benefit of the *Pharmaceutical Era* that two or three species of *Asclepias* pass under the name of "swamproot," that journal facetiously compares the statement to a school-room full of Billies. It seems to us, however, that this attempt at humor is only a cloak to cover up the ignorance of our contemporary in regard to a very common practice. To cite some parallel cases: All the species of *Cypripedium* are called Lady's-slipper; all the species of *Rosa* are called Rose; several species of *Rubus* are called Blackberry, while several others are called Raspberry; Rattlesnake root is a name that is applied to very different plants, such as various species of *Prenanthes*, *Polygala*, and *Trillium*; while Rattlesnake herb and Rattlesnake weed are terms applied to all plants—and their name is legion—which at one time or another have been considered by some one as a cure for rattlesnake bite. We are afraid our brother's botanical education has been sadly neglected!

## Manchurian Drugs.—

We are indebted to the *Pharmaceutical Journal* for the following list of Manchurian drugs. The more important are the ginseng (*Panax Ginseng* C. A. Mayer), the opium plant (*Papaver somniferum* Lin.), and the Manchurian indigo or Lantien (*Polygonum tinctorium* Lin.). Other plants are *Aconitum Kusnezoffii* Rich., *Astilbe Chinensis* Franch. and Sav., *Asarum Sieboldi* Miq., *Arisæma* sp., *As-tragalus Hoantchy* Franch., *Atractylis ovata* Thunb., *Angelica inæqualis* Max. *Glycyrrhiza glabra* L. and *G. pallidiflora* Max. yield licorice root, and *Gentiana scabra* Bunge yields a small gentian root. The root of *Lithospermum erythrorhizon* closely resembles the alkanet root of Europe, and is used for similar purposes. *Polygonatum officinale* supplies Solomon's Seal root. The roots of *Pæonia albiflora* Pall., *Peucedanum terebinthaceum* Fisch., and *Platycodon grandiflorum* D. C. are also collected. The barks include that of the root of *Dictamnus albus*, formerly used in Europe under the name of Dittany root, and the bark of *Phellodendron Amurense* Rupr., a laminated yellow bark used for dyeing silk. The plant is very similar to that of *Euodia glauca*, and the bark has often been supposed to be derived from the latter species (*Pharm. Journ.* [3], 18, 785).

The leaves of *Clematis heracleifolia* D.C., the stems of *Ephedra vulgaris* Rich., and *Equisetum hyemale* L. are also exported, as well as the fruits of *Arctium Lappa* L., *Coix lachryma* L., *Cratægus pinnatifida* Bunge, *Pinus Koraiensis* Sieb. et Zucc., and *Schizandra Chinensis* Baill., and the seeds of *Cuscuta Chinensis* Lam., *Prunus Japonica* Thunb., and *Plantago major* L. Jujubes, known as red dates or "Hungtsao," are largely used in making sweetmeats. They are obtained from *Zizyphus vulgaris* L. The fixed oils produced in Manchuria are as follows: Fou yu obtained from the soy bean, *Glycine Soja* Sieb. et Zucc., used for cooking, mixing paints, and lighting; Ta ma (or Pi ma) yu from *Ricinus communis* L., used for lubricating; Hsiang yu from *Sesamum orientale* L., used for cooking; Su yu from *Perilla ocymoides* L., boiled and used like linseed oil; Hua tzu (or Hei) yu from *Gossypium herbaceum* L., used for hair oil and for softening leather and harness and for lighting; and Ma tzu yu from *Cannabis sativa* L., used for mixing paints. The oils are obtained by crushing, steaming, and pressing the seeds. Those of *Sesamum*, however, are roasted previous to expression.

While these plants are not of direct interest to the pharmaceutical profession in this country, the case is quite different in Japan and China, as they are largely used as medicines in those countries.



CROSS-SECTION OF CONDURANGO BARK.—Reproduced from a microphotograph made by Drs. G. Eigel and H. Kritzler, of Godesberg, Germany.



## BOOKS.

**Electro-Diagnosis and Electro-Therapeutics.** By Dr. Toby Cohn, Nerve Specialist of Berlin. Translated from the Second German Edition and edited by Francis A. Scratchley, M.D., of New York. With eight plates and thirty-nine illustrations. Cloth, 280 pages. Price, \$2.00. New York and London: Funk & Wagnalls Company.

The practical value of Dr. Cohn's work is thus briefly summarized by the editor and translator: "It gives concisely all that is important in electro-diagnosis, and in electro-therapeutics all that is of positive value. It places electricity exactly where it belongs in a physician's armamentarium, as a curative agent. It will commend itself because of its excellent plates, its precise and very thorough explanation of the method of investigation and how to make an electrical diagnosis, and the careful instruction it gives for the proper use of electricity as a therapeutic agent. It presents so many good features in such an admirable manner that it should readily fill in this country the same place it has filled in Germany."

**The Pharmaceutical Journal Formulary.** Edited by John Humphrey. Card covers; 812 pages; 21 shillings per copy net. London: The Pharmaceutical Journal Office, 17 Bloomsbury Square, W. C., 1904.

So far as we know, this is altogether the largest and most diversified book of formulas printed in the English, and probably in any other language. The main body of the work, containing about 540 pages, is given up to a classified collection of druggists' formulas gathered from the "chemists" of Great Britain. It is safe to say that almost every private receipt used by the pharmacists of the country is to be found in the volume. Owing to the peculiar nature of the stamp duty acts in Great Britain, and the construction which has recently been placed upon them by the Board of Inland Revenue, it has been found necessary for pharmacists to have their formulas printed in some standard and approved book of reference if they were to be permitted to escape the stamp tax. This is why they have been gathered in the present instance. Naturally enough, the conditions have tended towards the development of a volume of the greatest possible variety and usefulness. Every kind of specialty that the mind could conceive is here represented.

There are also many other features of the volume. Seventy-two pages are devoted to "A Supplement to the Pharmacopœia," the nature of which is indi-

cated from the title. Then there are chapters on "Recipes for Dental Preparations," "Formulæ for Veterinary Medicines," "Perfumes and Toilet Preparations," "Miscellaneous Recipes," "Photographic Chemicals and Formulæ," "Poisons and Antidotes," "Reagents and Tests for Urinary Analysis," etc., etc.

**Outlines of Botany, for the High School Laboratory and Classroom** (Based on Gray's Lessons in Botany). By Robert Greenleaf Leavitt, A.M., of the Ames Botanical Laboratory. With Field, Forest and Garden Botany. A Simple Introduction to the Common Plants of the United States East of the 100th Meridian, Both Wild and Cultivated, by Asa Gray, Late Fisher Professor of Natural History in Harvard University. Revised and Extended by L. H. Baily. Price, \$1.80. New York: The American Book Co.

The practical exercises and experiments in the "Outlines" have been so chosen that they may be performed by high-school pupils with simple apparatus, and the instructions for laboratory study are placed in divisions by themselves. The descriptive text follows in the main the sequence of topics of Gray's classic "Lessons."

The Field, Forest and Garden Botany affords an easier introduction to the plants of this country than the well known Manual, and is especially useful to beginners, inasmuch as it includes common cultivated species, specimens of which are easily obtained for study. We can heartily commend these books to the student and teacher.



**A LOUISIANA PHARMACY.**—Mr. V. B. Richard is the proprietor of this store, which is situated at Jennings, in the very heart of the Louisiana oil district. Jennings is quite a prosperous town of about 4000 inhabitants. Mr. Richard is a graduate of the Pharmacy Department of Tulane University, and has been in business for four years in Jennings.



## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### Phosphate Drinks at the Fountain.

F. C. R.—Nothing is easier than to furnish you with phosphate drinks. Here are a number of good ones:

#### REX PHOSPHATE.

Orange syrup, 1 pint; strawberry syrup,  $\frac{1}{2}$  pint; pineapple syrup,  $\frac{1}{2}$  pint; phosphoric acid syrup, 2 drachms; compound tincture cudbear, 2 ounces; Angostura bitters, 2 ounces; citrate caffeine,  $\frac{1}{2}$  drachm. Mix syrup first, then add acid, cudbear and bitters. Add caffeine last, after dissolving in warm water.

#### EGG PHOSPHATE.

Break one egg in mixing glass, add  $1\frac{1}{2}$  ounces orange syrup,  $1\frac{1}{2}$  ounces lemon syrup, phosphate to your customers' taste, shaved ice, shake well, use fine stream, and serve in bell glass.

#### PINEAPPLE PHOSPHATE ICE.

Pineapple juice, 1 pint; water,  $1\frac{1}{2}$  pints; plain syrup,  $1\frac{1}{2}$  pints; lemon juice,  $\frac{1}{2}$  lemon; citric acid (sol.),  $\frac{1}{2}$  ounce. Mix and freeze.

#### ROYAL CELERY PHOSPHATE.

Make ordinary lemon phosphate and add two or three dashes of Royal Celery Bitters. Stir well and serve.

#### ORANGE PHOSPHATE.

Two ounces of orange syrup, 4 dashes of phosphate. Fill glass with soda, stirring with spoon.

#### ROSE CELERY PHOSPHATE.

Straight raspberry phosphate with a dash of celery.

#### CHERRY PHOSPHATE.

One ounce of wild cherry syrup, 4 dashes of phosphate. Fill glass with soda, using loose stream; stir well with spoon.

#### KITRO EGG PHOSPHATE.

Kitro syrup one and one-half ounces, lemon syrup one ounce, acid phosphate to suit, one egg. Shake above with shaved ice. Strain into mixing glass, return to shaker, and add carbonated water with fine stream. Serve in 12-ounce thin glass. Add nutmeg if desired.

### Tutti-frutti Ice Cream.

K. P. S. C.—Make an ice cream, say, of four quarts of rich cream, two pounds of white sugar, four eggs, one fine bean of vanilla, split and cut crosswise into small pieces; mix all well together in bright copper basin; place on the fire and bring it

just to the boiling point, stirring it constantly with a wire whisk; then immediately strain it through a hair sieve into an earthen or stoneware pan: when cool pour it into your freezer and freeze, turning the crank slowly till it is frozen in and difficult to turn. Then remove the dasher and add about a quart of preserved and slightly dried fruits in the following proportions: of cherries, pineapples (cut into small pieces), strawberries, apricots, green gages, peaches, etc., all cut small and in equal portions to form the required quantities; add also, if at hand, one gill of kirschwasser and the juice of two lemons; work all these thoroughly well into the cream by means of a long-handled spatula; then draw off the surplus water from the tub and repack it with fresh ice and salt; cover all with blankets or cloths, and set aside for an hour or two to harden and ripen.

### Colors for Soda Syrups.

W. A. W.—These will doubtless all prove satisfactory:

Red—Cochineal syrup, prepared as follows:

|                                 |            |
|---------------------------------|------------|
| Cochineal in coarse powder..... | 6 parts.   |
| Potassium carbonate .....       | 3 parts.   |
| Distilled water .....           | 15 parts.  |
| Alcohol (95-per-cent) .....     | 12 parts.  |
| Simple syrup to make.....       | 500 parts. |

Rub the cochineal and potassium together, adding the water and alcohol little by little, under constant trituration. Let stand over night, add the syrup and filter.

Yellow—Various shades may be obtained by the maceration of Basiello saffron, or turmeric, or grains of Avignon, in alcohol, until a strong tincture is obtained, then dilute with water or dilute alcohol to the shade wanted.

Green—Mix any of the yellows with a blue. A beautiful blue is made by mixing tincture of crocus with glycerin in equal parts and then adding solution of indigo carmine.

Purple—Mix tincture of carmine or cochineal red with indigo carmine solution.

### Concentrated Solution of Sodium Phosphate.

F. Bros.—The following method of preparing this product was published a couple of years ago by Herman Harms in the *American Druggist*:

Reduce 4 avoirdupois ounces of citric acid to powder and triturate with  $7\frac{1}{2}$  avoirdupois ounces of sodium phosphate, crystallized. Heat the mixture on a water-bath until liquefied. Strain through a pellet of cotton, and pass, if necessary, enough water through strainer to make one pint. Each fluidrachm contains 60 grains of sodium phosphate. The preparation will crystallize at about 55° F. and readily liquefy again on warming. It is miscible with water, syrup, and glycerin in all proportions. Use only the pure sodium phosphate, well crystallized, in order to have a perfectly colorless solution.



*Violet Ammonia.*

S. Drug Co.—Most preparations of this character consist of either coarsely powdered ammonium carbonate, with or without the further addition of ammonia water, or of a coarsely powdered mixture, which slowly evolves the odor of ammonia, the whole being perfumed by the addition of volatile oil, pomade essences, or handkerchief extracts. The following are typical formulas:

1. Moisten coarsely powdered ammonium carbonate, contained in a suitable bottle, with a mixture of concentrated tincture of orris root,  $2\frac{1}{2}$  ounces; aromatic spirits of ammonia, 1 drachm; violet extract, 3 drachms.

2. Fill suitable bottles with coarsely powdered ammonium carbonate, and add to the salt as much of the following solution as it will absorb: Oil of orris, 5 minims; oil of lavender flowers, 10 minims; violet extract, 30 minims; stronger water of ammonia, 2 fluidounces.

3. The following is a formula for a liquid preparation: Extract of violet, 8 fluidrachms; extract of cassia, 8 fluidrachms; spirit of rose, 4 fluidrachms; tincture of orris, 4 fluidrachms; cologne spirit, 1 pint; spirit of ammonia, 1 fluidounce.

*Removing Tattoo Marks.*

W. L. K.—If we were inclined to be at all facetious, we would suggest in response to your desire to know how a tattoo mark could be removed that you "cut it out." Not being so inclined, however, we may say that Dr. Variot, of the Paris Biological Society, advises the following method: Tattoo the skin in the usual way, with a concentrated solution of tannin, following the original design. Then apply a crayon of nitrate of silver until the part tattooed with the tannin blackens. Wipe off excess of moisture and allow matters to take their own course. Slight pain continues for two to four days, and after two months the cicatrix which results will almost disappear.

*A Wash Mixture.*

J. B. C., Jr.—You might try the following mixture on your towels: Take 5 lb. bar soap, shave fine, add 1 quart lye,  $\frac{1}{4}$  ounce pearlash, dissolved over a slow fire. When dissolved, put into a vessel prepared for it to stand in; then add  $\frac{1}{4}$  pint turpentine, 1 gill hartshorn; stir well, and it is ready for use.

*Flavoring Extracts of Pineapple, Raspberry, and Strawberry.*

C. E. B.—Here are formulas for the three flavoring extracts desired:

## PINEAPPLE.

Grated pineapple .....16 ounces.  
Alcohol ..... 6 ounces.

Macerate forty-eight hours in a covered vessel, and strain, adding enough water through the strainer to make the liquid measure 1 pint.

## RASPBERRY.

Fluid extract of orris root...2 fluidounces.  
Acetic ether ..... $\frac{1}{2}$  fluidounce.  
Oil of cognac.....10 drops.  
Butyric ether .....5 drops.  
Diluted alcohol .....16 fluidounces.

Mix the ingredients, color to a dark red with tincture of cochineal, and after a few days filter, if necessary.

## STRAWBERRY.

Strawberries, crushed .....16 ounces.  
Alcohol ..... 6 ounces.  
Macerate forty-eight hours in a covered vessel.

*Cheap Flavoring Extract of Vanilla.*

C. E. B.—Why not try the compound tincture of vanillin of the National Formulary? This has often been said to be about the best cheap extract of vanilla (called "vanilla" by courtesy) which can be made. Here is the formula:

Vanillin .....6.5 Gm.  
Cumarin .....0.4 Gm.  
Alcohol .....200 Cc.  
Glycerin .....125 Cc.  
Syrup (U. S. P.).....125 Cc.  
Comp. tincture of cudbear (F. 419)....16 Cc.  
Water, a sufficient quantity to make.1000 Cc.

Dissolve the vanillin and cumarin in the alcohol, add the glycerin, syrup, and compound tincture of cudbear, and lastly, enough water to make 1000 cubic centimeters.

*"Whipped Cream" for the Fountain.*

C. A. P.—The preparation which usually goes by the name of "whipped cream" or "frosted cream," and which is charged in the fountain under pressure, is not made of cream at all. The following is a typical formula for this product:

Gelatin .....4 ounces.  
Whites of eight eggs.  
Vanilla extract .....2 ounces.  
Syrup .....1 gallon.

Dissolve the gelatin in water, beat the eggs, mix both with syrup, then with nine gallons of water, and charge at a pressure of about 100 pounds.



*Quince Seed Toilet Cream.*

S. Drug Co.—We can do no better than reproduce the formula for Mr. Cooban's "Cooling Cream," which has been mentioned several times in the BULLETIN:

|                            |                 |
|----------------------------|-----------------|
| Quince seed .....          | 2 ounces.       |
| Boric acid .....           | 32 grains.      |
| Starch .....               | 2 ounces.       |
| Carbolic acid .....        | 80 drops.       |
| Glycerin .....             | 30 fluidounces. |
| Alcohol .....              | 24 fluidounces. |
| Oil of lavender.....       | 80 drops.       |
| Oil of rose.....           | 20 drops.       |
| Extract of white rose..... | 2 fluidounces.  |
| Tincture of benzoin.....   | 4 fluidrachms.  |
| Water, enough to make..... | 1 gallon.       |

Dissolve the boric acid in four pints of water, and in this macerate the quince seed for three hours, strain through muslin with pressure, shake well, and strain again without pressure. Heat together the starch and the glycerin until the starch granules are all broken; this is best accomplished in an enameled vessel, over a hot fire, heating quickly and stirring continuously with a piece of smooth, white pine. This is important, as the product is easily scorched, and thus discolored. When the mixture becomes thick and takes on a semi-transparent appearance, remove the vessel from the fire and set it in a pan of cold water. When cool, add the carbolic acid, and the quince-seed mucilage. Dissolve the oils, extract, and tincture of benzoin in the alcohol, add the mixed glycerite and mucilage, shake well, and strain through muslin.

*Furniture Polish.*

W. B.—An excellent formula for a furniture polish was contributed by Mr. A. Armor to page 101 of the BULLETIN for March, 1903. It follows:

|                          |         |
|--------------------------|---------|
| Linseed oil, boiled..... | 1 pint. |
| Turpentine .....         | 1 pint. |
| Pure cider vinegar.....  | 1 pint. |

Mr. Armor stated that he put this product up in six-ounce panel bottles, and sold it for 25 cents. The directions on the bottle read as follows: Shake the bottle well before using the polish. Put a little on a bit of old Canton flannel and then rub briskly and quickly. The furniture will shine almost immediately.

*Disguising the Taste of Castor Oil.*

J. V. C., Jr.—Your query illustrates the necessity of keeping the annual volumes of the BULLETIN bound, together with their indexes, in order that practical information can be readily found by the druggist. The particular subject you mention was treated in at least half a dozen issues of

the BULLETIN during 1903. We may reprint the formula for an "Emulsion of Castor Oil" which was contributed to the BULLETIN for June, 1903, by A. J. Gardner, of Grand Rapids, Ohio:

|                           |         |
|---------------------------|---------|
| Castor Oil .....          | 500 Cc. |
| Mucilage of acacia.....   | 125 Cc. |
| Spirit of gaultheria..... | 10 Cc.  |
| Sugar .....               | 1 Gm.   |
| Sodium bicarbonate .....  | 1 Gm.   |

Mr. Gardner says that he has put up this formula for some time and had frequent calls for it, especially for children.

*An Incompatible Spray Mixture.*

O. R. submits the following prescription:

|                                                         |
|---------------------------------------------------------|
| Hydrogen peroxide, 1 to 6.                              |
| Menthol, 5-per-cent solution in liquid paraffin, 4 ozs. |
| Resorcin, 1-per-cent aqueous solution.                  |

Mix and spray the throat three or four times daily.

Dr. J. M. Francis makes the following comment on the prescription: "Passing by the fact that no quantities are given for the hydrogen peroxide and the resorcin solution, it may be stated that this is an irrational prescription. The hydrogen peroxide and the resorcin are aqueous solutions and are not miscible with liquid paraffin. I do not see how anything can be done except to use alcohol up to 20 per cent of the total volume, and saturate the solution with menthol instead of using liquid paraffin. Any such radical change as this would of course not be proper except with the physician's consent."

*Coloring for a Tooth-wash.*

P. H. D.—The following formula was contributed to the BULLETIN last year by Wilbert A. Warren, of Sackville, N. B., who declared that after considerable trial he had found it to be the best he had ever used:

## CONCENTRATED COCHINEAL COLORING.

|                                    |          |
|------------------------------------|----------|
| Cochineal, in No. 50 powder (1) .. | 60 Gm.   |
| Potassium carbonate (2).....       | 39 Gm.   |
| Alum (3) .....                     | 30 Gm.   |
| Potassium bitartrate (4) .....     | 60 Gm.   |
| Glycerin (5) .....                 | 500 Cc.  |
| Alcohol (6) .....                  | 30 Cc.   |
| Water, enough to make.....         | 1000 Cc. |

Triturate Nos. 1 and 2 intimately and add 500 Cc. of water. Then add Nos. 3 and 4 successively; heat the mixture to boiling in a capacious vessel and set aside to cool; add Nos. 5 and 6, filter, and pass enough water through the filter to make 1000 Cc. of finished product.



*Massage Cream.*

J. W.—The subject of massage cream has been discussed in the BULLETIN almost every month during the last year. You will find, for instance, a couple of formulas on page 215 of the May issue. Incidentally let us say that your experience shows how advisable it is to keep the BULLETIN always on file in case of need. As they are read from month to month they may be placed in a temporary binder which we furnish at the cost price of 65 cents, and they may be inexpensively bound at the end of each volume or year. Both monthly and annual indexes are printed, which place the contents of the journal readily at the searcher's disposal. Three or four annual volumes of the BULLETIN furnish a reference library which is of use many times every day behind the counter.

*Finger-nail Polish.*

P. H. D.—The use of tin oleate has been highly recommended as imparting a splendid luster to the nails, and when colored with a little carmine, giving to them a fine roseate tint. The oleate is prepared as follows: To a solution of white Castile soap in warm water 1 av. ounce to the pint, gradually add a 10-per-cent solution of tin chloride until it ceases to produce a precipitate. The insoluble substance formed, after being washed and dried, is tin oleate. It is a soft solid, and is used without further preparation, unless, as stated, it be tinted with carmine. It may be perfumed if desired.

*Glue for Capping Bottles.*

J. K., Jr.—A suitable preparation for this purpose can be made by simply taking a pot of ordinary glue, containing about a quart, adding to it three tablespoonfuls of glycerin, and coloring with any desired tint of aniline dye. The product ought to stand twenty-four hours before being used. The addition of more glycerin will make it less tenacious; and this may be done if desired.

*A Gall Cure for Horses.*

W. M. B.—Try the following formula:

|                      |               |
|----------------------|---------------|
| Zinc oxide .....     | 1 ounce av.   |
| Water .....          | 1 ounce av.   |
| Salicylic acid ..... | ½ ounce av.   |
| Mutton tallow .....  | 2½ ounces av. |
| Lard .....           | 5 ounces av.  |

*Information Wanted.*

Mr. O. Teeter, of Hobart, Oklahoma, desires us to ask readers of the BULLETIN what their experience has been in attempting to disguise the odor of creosote when the latter is used in ointments. We should be glad to publish in this department any suggestions that may be received from interested druggists.

*Bleaching Sponges.*

G. M. C.—So far as we know it is not possible to bleach sponges without injuring them to a certain extent, and decreasing their wearing qualities. Here is a satisfactory bleaching method:

Soak the sponges in dilute muriatic acid over night; wash well to remove lime; dissolve 1 pound of hyposulphite of soda in a gallon of water, and immerse in this solution the moist sponges for several hours; then pass the sponges through a bath of dilute muriatic acid; wash in water and dry.

*Short Answers.*

M. D. M.—Collargolum and unguentum Credé are patented proprietary preparations sold in this country by Schering & Glatz, 58 Maiden Lane, New York City. They cannot be made by the retail druggist, but may be purchased of any jobber.

F. R. C.—The subject you mention is altogether too comprehensive for treatment in this department. In fact, books are devoted to it, and even a four- or five-page journal article could scarcely more than touch upon it.

R. T. D.—If you want a walnut hair dye, try the formula printed on page 220 of the BULLETIN for May of last year. Formulas for regulation dyes were printed on page 176 of the BULLETIN for April, 1903.

W. J. D.—Chorea is a disease which demands the services of a physician, and cannot be treated successfully by any cut and dried formula. Every case is a law unto itself.

L. E.—Your query concerning an elixir of calisaya and hydrastis is answered in the adjoining department of "The Druggist's Specialties."

J. F. R.—Your query regarding ice-cream soda is answered by Mr. Cooban in his department of "The Druggist's Specialties."

W. C. H.—We have never heard of the ointment mentioned by you, and think it must be a local prescription of some physician.



L. P. B.—Another formula for solution of iron peptonate and manganese was printed on page 216 of the BULLETIN for May, 1904.

C. E. C.—We are not able to give you a formula for Jayne's Alterative.

F. M. K.—We cannot give you the formula for resinol.

## THE DRUGGIST'S SPECIALTIES

*In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."*

### *Dispensing Difficulty with a Cough Remedy.*

C. A. W. has trouble with a cough remedy. He has made for him by a manufacturing concern a syrup of white pine compound of the following composition:

|                               |               |
|-------------------------------|---------------|
| White pine bark .....         | 3¾ grains.    |
| Wild cherry bark .....        | 3¾ grains.    |
| Balm of Gilead buds.....      | ½ grain.      |
| Spikenard .....               | ½ grain.      |
| Bloodroot .....               | 1/6 grain.    |
| Sassafras bark .....          | ¼ grain.      |
| Morphine hydrochlorate .....  | 1/40 grain.   |
| Chloroform .....              | ½ minim.      |
| Sugar,                        |               |
| Aqua, of each, enough to make | 1 fluidrachm. |

To this he adds:

|                            |             |
|----------------------------|-------------|
| Codeine sulphate .....     | ⅛ grain.    |
| Heroin hydrochlorate ..... | 1/24 grain. |

Dissolved in water.

On standing a flaky or muddy precipitate forms. He wants to know the cause and how to prevent the trouble. The combination of morphine, codeine, and heroin, in a mixture of this character, we should consider very bad therapeutically as well as pharmaceutically. Heroin is an acetic ester of morphine, and is used largely in place of codeine in bronchial coughs. The combined dose of opium alkaloids, or derivatives of any of them, should not exceed the dose of any one singly. In this case there is a little more than 1/6 of a grain of the

three, which would be equivalent to about 1/6 grain of morphine—rather risky for a cough mixture intended for indiscriminate sale.

The precipitation is caused by the tannins throwing out the alkaloids. We find the precipitation takes place more quickly with the codeine than with heroin, the latter being more soluble. The phosphate of codeine will hold up better; it is more soluble than the sulphate, and the use of a small amount of acetic acid with the alkaloidal solution will help matters somewhat. We do not believe the precipitation can be entirely prevented, and we should strongly advise against the use of the three alkaloids.

### *Ice Cream Soda.*

J. F. P. wants to know the most satisfactory method of serving ice cream soda. Every one has his own idea about this, and we can only give you our method.

The first consideration is the ice cream. We freeze our own, testing each lot of cream used, and not employing any containing below 21 per cent of butter fat. We use this, sugar, and extract of vanilla; nothing more. The product is first "whipped up" from 5½ gallons to ten gallons, then frozen quickly and packed. We do not allow it to get too hard; this we regulate by the quantity of salt used in packing. A satisfactory glass of ice cream soda cannot be served with a cream so hard that it must be cut and masticated like a piece of cake.



MR. COOBAN'S SUCCESSFUL PHARMACY.—Mr. Cooban is well known to the readers of this journal as the editor of the BULLETIN department of "The Druggist's Specialties."



In serving, we first use about an ounce of syrup, where fruit is used, turn on the fine stream, fill the glass about two-thirds full, add the ice cream, and over all pour the crushed fruit. We use thin tumblers, and give a paper napkin with each glass. If your cream is right, you will have a delicious, "soul-satisfying creation" that is very soothing and that will "bring them" for more.

Where no crushed fruit is used, as in chocolate, for instance, we use about two ounces of syrup. We have no difficulty in getting ten cents a glass for our soda.

#### Face Lotion.

W. B. A.—Our cooling cream has been the most satisfactory preparation for this purpose that we have ever used. You will find the formula reprinted in the adjoining department of "Queries" this month. See also remarks to "Courtenay" elsewhere in this department. Many other formulas of like character have been published during the past six months in the BULLETIN.

#### Liver Regulator; Celery Compound.

E. C. wants formulas for the above products. We take the following from the Standard Formulary; they work out all right, and we think will answer the purpose:

##### LIVER REGULATOR (LIQUID).

|                                          |                 |
|------------------------------------------|-----------------|
| Fluid extract of rhubarb.....            | 2 fluidounces.  |
| Fluid extract of leptandra....           | 2 fluidounces.  |
| Fluid extract of podophyllum..           | 2 fluidounces.  |
| Tincture of gentian compound..           | 8 fluidounces.  |
| Tincture of cardamom com-<br>pound ..... | 4 fluidounces.  |
| Tincture of ginger .....                 | 2 fluidounces.  |
| Simple elixir .....                      | 12 fluidounces. |

Mix, allow to stand a day or two, and filter.

##### CELERY COMPOUND.

|                      |                |
|----------------------|----------------|
| Celery seed .....    | 2 ounces av.   |
| Red cinchona .....   | 1 ounce av.    |
| Coriander seed ..... | ¼ ounce.       |
| Orange peel .....    | ¼ ounce.       |
| Lemon peel .....     | ¼ ounce.       |
| Muriatic acid .....  | 15 minims.     |
| Alcohol .....        | 5 fluidounces. |
| Glycerin .....       | 4 fluidounces. |
| Water .....          | 4 fluidounces. |
| Syrup .....          | 4 fluidounces. |
| Dilute alcohol ..... | sufficient.    |

Mix all the drugs and grind to a coarse powder. Mix the acid, alcohol, glycerin, and water; percolate the drugs with the mixture, adding enough dilute alcohol to make 12 fluidounces; add the syrup, and filter if necessary.

#### Once More: Cooling Cream.

"Courtenay."—The sample of cooling cream you send is fairly good, but a little too sticky to be pleasing. The lavender odor is almost too pronounced. Use a little less, or else more rose. Most of the trouble our friends have with this formula comes from not cooking the starch and glycerin sufficiently, and this process requires great care in completing without burning. We have been using an aluminum pan of late, and find that the danger of scorching is very much lessened. The quantity of glycerin might be reduced some, and possibly with advantage.

#### Pile Ointment.

W. T. S. contributes the following and recommends it very highly:

|                         |               |
|-------------------------|---------------|
| Powdered opium .....    | 2 drachms.    |
| Powdered nutgall .....  | 4 ounces.     |
| Powdered camphor .....  | 1 ounce.      |
| Yellow wax .....        | 8 ounces.     |
| Lard .....              | 8 ounces.     |
| Goulard's extract ..... | 1 fluidounce. |
| Oil of bergamot .....   | 15 drops.     |

Melt the wax in a granite-lined vessel, add the Goulard's extract, heat fifteen minutes, remove from the fire, add the opium, nutgall, and camphor, mix thoroughly, add the oil of bergamot, and finally stir until cool.

#### Elixir Calisaya and Hydrastis.

L. E. wants a formula for a good clear elixir of calisaya and hydrastis. Let him try the following:

|                                                   |               |
|---------------------------------------------------|---------------|
| Fluid extract of calisaya (detan-<br>nated) ..... | 1 fluidounce. |
| Fluid extract of hydrastis<br>(aqueous) .....     | 1 fluidounce. |
| Simple elixir .....                               | 1 pint.       |

Mix.

If too bitter add five grains of saccharin.

#### Talcum Powder.

W. A. T.—Borated talcum is prepared by combining 1½ ounces of powdered boric acid with sufficient powdered French chalk to make one pound, and mix thoroughly through a sieve. It may be carbolated by adding 40 to 60 drops of liquefied carbolic acid to the pound. It may be perfumed with rose or violet as desired, tinted a flesh color with solution of carmine, or made antiseptic with oil of eucalyptus.



# BULLETIN OF PHARMACY

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## EDITORIAL.

### ON THE REPEATING OF PRESCRIPTIONS.

It is well-nigh impossible to lay down any arbitrary rule or law concerning the repeating of prescriptions by pharmacists. In a discussion on the subject at the last meeting of the Michigan Pharmaceutical Association Mr. Chas. F. Mann pointed out that some physicians often tell their patients to have prescriptions filled again; Mr. W. A. Hall cited incidents showing that physicians are frequently annoyed when the druggist refuses to repeat a prescription; and Mr. A. L. Walker asserted that custom is a strong law and that the practice of repeating prescriptions more or less generally has obtained for so long that it would be practically impossible to cause its abolition.

And yet each one of these men was a pharmacist

of reputation and conscience, and one who desired to safeguard the rights of the patient and the physician to the most practicable degree. Every one admitted that prescriptions are repeated far more generally than they should be; that doctors often have a just grievance in making complaint of the fact to druggists; and that the pharmacist owed it to himself to lessen prescription repetition as much as possible. The prevailing sentiment was expressed by Mr. Mann, who said that while absolute refusal to refill prescriptions was impracticable and visionary, one should do as little of it as possible and "follow his conscience as his best guide."

Mr. E. von Hermann, proprietor of the well known Reliance Pharmacy in Chicago, situated on the second floor of a building entirely devoted to the offices of physicians and dentists, expressed much the same view recently in a private conversation. "This is a delicate question," said Mr. von Hermann. "A man must use his own best judgment. If the prescription is harmless no injury will be done in repeating it unless the physician has expressly given an order to the contrary. But here is another difficulty: a physician will often have a 'do-not-repeat' line printed on his blanks and yet sometimes take you to task when you refuse to refill a prescription for one of his patients! What are you to do? Simply use your best judgment.

"Recently a woman came into my pharmacy and insisted upon having a prescription refilled. The doctor had written across the order that it should not be repeated. I obeyed his command. The woman then wanted a copy of the prescription. I called up the doctor and was directed by him neither to give a copy of the prescription nor to repeat it. The woman threatened suit if I did not give her the copy. There I was! I held my ground and the incident closed. The pharmacist is often between the devil and the deep blue sea regarding the repetition of prescriptions, and really his only safeguard is his reputation and standing. If physicians have confidence in you, know you to be thoroughly hon-



est, you are all right. You may then violate with impunity even their own printed instructions when your judgment indicates the necessity of doing so. It is rarely that I ever have any trouble at all regarding prescription repetition, and neither do my doctors often hamper and restrict my freedom of action."

The testimony of these representative men indicates that it is scarcely practicable to adopt the rigid rule of absolute refusal to repeat a prescription, and that the solution of the problem rests after all in the character and standing of the pharmacist, and in his determination to "follow his conscience as his best guide." There is one class of prescriptions, however, in which no leniency whatever should be permitted oneself: mixtures containing cocaine, morphine, or similar narcotics should never be repeated—never save in compliance with the physician's express order.

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#### AN INTOLERABLE SITUATION.

Many, perhaps most, of our pharmacy and poison laws are defective in making no adequate provision for their enforcement. In some instances no one is charged with the duty; in others those charged with it are given no funds for the purpose. Often a board of pharmacy, desiring to prosecute violators, is absolutely helpless. Unfortunately at least two of the anti-cocaine or anti-narcotic laws enacted during the last year or two have been found worthless from the same defect.

A striking example was presented in the address delivered this year by President King before the Arkansas Pharmaceutical Association. Elected president last year, Mr. King determined he would perform a laudable service in seeing that flagrant violations of the pharmacy and poison laws were brought to an end by vigorous prosecution. Numerous cases were brought to his attention by members of the association whom he approached for evidence. In every case, however, the complainant insisted upon having his own name concealed, and so Mr. King determined finally to start with an open and flagrant case in his own town—that of a druggist who employed an unregistered prescription clerk. But what was his surprise to find that he must prosecute the offender at his personal expense!

The board of pharmacy is supposed to enforce the law, but has barely sufficient income to look after the routine duties of examination and registration. There is no surplus for such unnecessary and

quixotic pleasures as discovering and punishing violators. But Mr. King was in for it and was not disposed or inclined to back out. He fought the thing through to a successful finish, got his man convicted, and experienced the comfortable feeling which comes from duty well performed, even if it is a bit expensive.

But the end was not yet. Two men were on Mr. King's trail, eager for revenge. Biding their time, and discovering their chance through an accidental combination of circumstances which really involved no discredit to Mr. King, they caused him to be prosecuted for violation of the pharmacy act. While in reality innocent, he was technically guilty, and the case ended in his conviction. He appealed promptly, and is sanguine that the upper court, taking a broader view of the situation, will reverse the decision. Meanwhile the Arkansas association has reelected him president, which shows what the pharmacists of his town and State think of his personal integrity and his unselfish effort to secure an enforcement of the pharmacy statutes.

The incident brings home the need of making provision for the enforcement of our laws. The defect which exists so generally should be remedied. It is an intolerable condition of things when a private individual must prosecute offenders at his own expense and by so doing make enemies who lie in wait for him and grasp the first opportunity to cause him embarrassment and injury. It is the duty of the State to enforce the laws, and this duty should not be shirked or evaded.

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#### SOME INTERESTING FACTS.

The last annual report of the United States Commissioner of Education contained a series of statistics covering the various classes of professional schools in the country. Colleges of pharmacy were considered among others, and some interesting data concerning them brought together.

Fifty-nine schools were reported upon, and it is a significant fact that only six of them are evening institutions, while but four additional ones give instruction both day and evening. Remembering that all colleges of pharmacy were night schools at the outset, it is evidence of gratifying progress that in 49 out of the 59 present institutions teaching is done during the day only.

The number of teachers in the various schools varies from three to sixteen. The university schools as a rule have the largest faculties, since they can



utilize the services of professors employed in the other departments. Two schools boast of but one "professor," and it is perhaps significant—certainly it is amusing—that the graduating class of each of these institutions in 1902 had exactly as many members as the faculty had professors. One man walked out of the college doors in each case, and he must have gobbled up all the honors and all the prizes.

Apparently not many of the colleges have libraries of any magnitude, since it is only in a comparatively few instances that they make any report of the fact at all. Of those who do present the figures, the Philadelphia College of Pharmacy leads with 12,000 volumes to its credit; the New York and Massachusetts Colleges come next with 5400 each; the Chicago College has 2000, the Brooklyn College 1600, and several other institutions report from 300 to 500 volumes.

Asked what benefactions they had received during the year every last one of the 59 colleges and schools answered with a dignified but eloquent silence. As to endowment funds, only three institutions can claim such luxuries: the Massachusetts College has \$18,015, the Albany College \$4353, and the New York College \$2000. What a glorious chance there is for philanthropic pharmacists to render their calling a distinct service! Where is the Carnegie or the Rockefeller who will enable some of our colleges to increase their capacity for well doing and to cast off the paralyzing thongs and shackles of economy?

#### OF UNUSUAL INTEREST.

An interesting case has developed in Chicago since the recent ordinance was enacted governing the sale of carbolic acid in drug stores. It will be remembered that carbolic acid may not be sold except upon the prescription of a physician unless the solution be under 5 per cent in strength, or unless the pure acid, although present in any strength, is mixed with equal parts of glycerin and alcohol. Recently a druggist, following out the provisions of the ordinance, sold a woman a 33 per cent solution of the acid in glycerin and alcohol. It turned out that she wanted the product for suicidal purposes. But she was defeated. The acid politely but firmly refused to do the business. The alcohol and glycerin proved to be successful antidotes to the poison—so far at least as this particular case was concerned. The incident is of import-

ance in view of the fact that alcohol has been claimed during the last few years to be the most effective antidote that we have for carbolic acid poisoning. It has frequently been urged that laws like the Chicago ordinance be enacted in the various States, and we believe that the proposition to adopt an alcoholic solution of the acid has been brought before the Committee of Revision of the United States Pharmacopœia with reference to the forthcoming edition of that book.

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### THE OBSERVER'S COLUMN.

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They were out canoeing, the Observer and his friend—canoeing on a broad, smooth river, and the sun was just sinking beneath the horizon. The water was like a mirror, and the yellow light of the setting sun shimmered on its surface until the whole river seemed a mass of molten gold. The color deepened; gradually it turned to purple, then deep blue, and finally twilight came and began to surround everything with a mysterious quiet and beauty which baffled the senses while it lulled them into delight. Deeper and more mysterious grew the darkness, and then the bullfrogs and the tree toads timidly began their nightly chorus, soon grew bolder, and ere long filled the evening with that strange medley of sounds which is so harsh and yet so beautiful. Night had come—soothing, peaceful, bewitching night.

\* \* \*

The Observer and his friend had said nothing for over half an hour. How commonplace human speech is under such conditions! It is then that one's ideals appeal to him with great power if he have cherished and proved true to them, or sadden him beyond measure if he have lost them in the rush and hurry and impelling necessity of life. The Observer's friend at last broke the silence, and it was clear that his spirit was troubled.

"I have been thinking how rudely all the beautiful dreams of my student days have been broken," he declared. "I was filled with professional aspirations. I often pictured the ideal pharmacy that I should conduct. There would be no commercialism—no soda fountain, no cigar case, no side lines to bury real pharmacy from sight and sink it into obscurity. I meant to do scientific work for physicians and public, dispense prescriptions, analyze all the articles I made or purchased, and cultivate the



professional and scientific spirit to the exclusion of everything that was base and sordid and commercial.

"But look at the result," he burst out bitterly. "Look at the result. I have gone the way of the world. I have been false to my promises—false to my ideals—false to myself."

\* \* \*

There was silence again for a few minutes. The canoe drifted gently along; the moon was peeping above the horizon and throwing a track of silvery light across the water; the tree toads and the frogs were filling the night air with their strange and fascinating chorus.

"Well, I don't know," said the Observer. "I do not think you need reproach yourself so bitterly. You have done the best you could under the circumstances. There is no such thing as abstract perfection in real life. Matters of fact are matters of degree. We are all of us surrounded by conditions, not theories; and those conditions cannot be entirely escaped. We have to meet them courageously and do the best we can with them. There is not room in any city for more than a very few absolutely ideal pharmacies, and the great majority of pharmacists are compelled to satisfy themselves with as much of the ideal as the circumstances will permit.

"You have no cause for self-censure," continued the Observer. "It is well that your conscience troubles you, for as long as it continues to do so there will be no danger of moral death. But while you have found it necessary to do many things that you did not contemplate in your college days, you have still been true in spirit to the ideals which were formed then. You have been honest and upright; you have injected as much of profession into your business as the conditions permitted; you have done the best you could under the circumstances.

"And then," concluded the Observer after a moment's reflection, as a new thought was borne in upon him, "perhaps the successful pursuit of ideals is after all as much a matter of mental attitude as the successful accomplishment of happiness. Happiness is very largely independent of external conditions: it has its well-spring in the inside, not on the outside. Possibly this is equally true of one's ideals."

\* \* \*

And there was silence again. But the Observer could see that the saddened look on his friend's face had departed.

## THE MONTH.

### THE STATE ASSOCIATIONS.

Many of the State pharmaceutical associations have held their annual meetings during the last few weeks, and a number of the interesting features of the gatherings are worthy of mention. First in importance perhaps was the action of the Pennsylvania Association in deciding to follow the initiative of New York State and attempt the enactment of a law making graduation in pharmacy a prerequisite to registration by the board. It is proposed, however, to demand graduation of the proprietor or manager only, and not of every registered man as New York does. The surprising number of 237 new members were elected at the Pennsylvania gathering, which brings the total membership up to more than 1000—probably the largest in the country. The New Hampshire and Massachusetts associations adopted a novel means of attracting attention and interest this year: in one case the governor of the State and a national congressman were present at the banquet, while in the other the governor, a State senator, and a couple of State representatives sat down to the festal board. The New York Association had no such "headline" attractions, but nevertheless had an attendance of about 400 at the banquet. Connecticut decided to have an anti-cocaine law, and Massachusetts will continue its scholarship in the M. C. P. At the Minnesota and Ohio meetings a strong demand was made for the adoption of the direct-contract and serial-numbering plan; while resolutions only less urgent in character were passed at several other conventions.

\* \* \*

### NOVEL PROPOSITIONS.

Novel propositions were made at two or three of the State gatherings. President Wright, of the Missouri Association, suggested the appointment of a State drug-store inspector, to be provided with deputies if necessary. His idea was to have each store receive personal inspection during the year and be granted a "clearance card or certificate." The inspector would collect the fee in each case, and this would cover the expenses of the department. The annual expense would probably be about nine or ten thousand dollars a year; and with the equipment provided, it would be possible to have the laws properly and vigorously enforced. Unless they are enforced, President Wright thinks they are abso-



lutely worthless. At the Connecticut meeting it was proposed to have the State, following the initiative of Massachusetts, enact a law giving the board of pharmacy jurisdiction over the issuance of liquor licenses to druggists. Each applicant would first be compelled to receive a "certificate of character" from the board before he could get his license from the local authorities. The committee on legislation of the association was left free to urge the passage of this law if it thought best.

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#### THE KANSAS CITY MEETING.

Active preparations are now being made for the Kansas City meeting of the American Pharmaceutical Association, to be held from September 5 to 10. It is expected that the usual convention rate of one and one-third fares for the round trip will be granted in all sections of the country. It is probable, however, that many A. Ph. A. delegates will purchase World's Fair tickets to St. Louis, and then secure a convention ticket on the certificate plan from there to Kansas City. In this connection it should be stated that the St. Louis delegation will leave the Union station over the Missouri Pacific Railway at 11.59 P.M., Saturday, September 4. Members from the South, Southeast and East should come by the way of St. Louis and join this party. Another delegation will also leave on the same train Sunday evening. The fare from St. Louis to Kansas City on the certificate plan is \$10 for the round trip, and the charge for the sleeper is \$2 each way. Sleeper reservations can be made, and further information obtained, by addressing the St. Louis member of the A. Ph. A. Committee on Transportation, Dr. H. M. Whelpley, 2342 Albion Place. Headquarters in Kansas City will be the Coates House, and the rate will be \$2.50 per day and upwards on the American plan. The entertainment features of the convention will be found described in an article by Local Secretary Wirthman in our "Scrap Book" department this month.

\* \* \*

#### THE INFLUENCE OF THE A. PH. A.

In this connection it is interesting to note that Prof. J. H. Beal read a most convincing paper before the Ohio Pharmaceutical Association this year showing "What the American Pharmaceutical Association has Accomplished in Fifty Years." Professor Beal indicated the great part which the A. Ph. A. had played in developing the pharmacy of the country, and made it apparent how essential the association

had been to the welfare and growth of the profession. We quote the concluding paragraph of his paper:

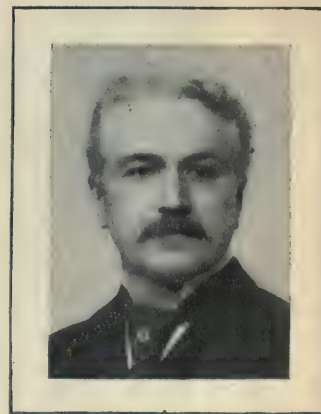
Limits of space and time, however, forbid a more complete enumeration of what the A. Ph. A. has done for pharmacy in the last fifty years. Suffice it to say there is not a single field of pharmaceutical activity into which it has not entered and done valuable work, scarcely a problem, ethical or practical, to which it has not given serious attention, hardly a matter of general interest to our profession to which it has not made contributions of value, and there is not a single individual connected with legitimate pharmacy in any of its branches who is not debtor to it for substantial benefits received. Everywhere it has been a positive force for good, conservative in action, ethical in its purposes, and exerting a powerful influence for the betterment of every branch of a profession that is one of the most useful divisions of human activity, if not the most honored and lucrative.

Every progressive druggist ought to join an association with so admirable a record, and as many as possible should arrange to be present at the Kansas City meeting. Dr. Whelpley stands ready to render any assistance possible.

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#### PHARMACIST-POLITICIAN.

Last month in this department we had occasion to mention the interesting biographical volume which had just been issued by the Chicago Veteran Druggists' Association. It will be recalled that Mr. Thomas N. Jamieson was spoken of in the volume as the "Founder and Patron Saint of the C. D. V. A.," and that it was to him that the book was "affectionately inscribed." We now present a picture of the "Patron Saint" himself! And it is also proper that we quote in this connection from the biographical sketch contained in the veterans' volume: "This gentleman, popularly called 'Doc,' and among his intimates 'Jamie,' has achieved distinction in two fields. As a pharmacist he has contributed to the progress of science, some of his formulas having been incorporated in the standard works on pharmacy. In the field of Republican politics he has been accused of being joint monarch of the sovereign common-



As a pharmacist he has contributed to the progress of science, some of his formulas having been incorporated in the standard works on pharmacy. In the field of Republican politics he has been accused of being joint monarch of the sovereign common-



wealth of Illinois. His aggressiveness is tempered with good judgment, and so charming is his personality that, though a ruler in the political affairs of the State and the nation, and a ruler with a hand of steel when occasion demands, he is without a personal enemy anywhere, while his friends are legion."

\* \* \*

There are three propositions N. A. R. D. ISSUES. which are apparently quite sure to receive a major share of attention at the St. Louis convention of the N. A. R. D. in October. Secretary Wooten and the Executive Committee are anxious (1) to have the serial-numbering and direct-contract plan adopted by at least a dozen or fifteen proprietors, and desirous of making arrangements whereby the routine detail which the plan involves will be handled largely by the N. A. R. D. organization equipment without much trouble or expense to the proprietors. As a return favor, they propose (2) to create "a bureau of trade promotion" which shall be operated to increase the sales of those proprietors who enter the arrangement, and who, furthermore, "are willing to concede a differential or concession in price of at least 1 per cent to N. A. R. D. members." The latter scheme is an effort to whip all retailers into line, and to increase the size of the organization. In the third place, it is desired that the dues be increased to \$3, \$4, or \$5 per annum in order that the association may have the wherewithal to undertake these added responsibilities.

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#### THE DIRECT- CONTRACT PLAN.

Meanwhile ten manufacturing firms on the Pacific coast, headed by the Edward L. Baldwin Company, have adopted the direct-contract and serial-numbering plan without waiting for the N. A. R. D. to make the demand. For this purpose the original Miles' plan has been subjected to some modification. "Instead of having the wholesale druggists keep track of the numbers," says Mr. Baldwin, "our plan will be to sell the goods at the full retail price with a coupon attached, selling only to those retailers who sign our agency contract. For a dealer to get his rebate, he must sell the goods at the full retail price and send all his coupons to the Pacific Coast Rebate Coupon Agency. This agency is a clearing house where our coupons are cashed, thus doing away with the annoyance of the retailer having to write each manufacturer to get his rebates." In this connection it should be said that "a well-

known firm in the East" is also contemplating the adoption of the direct-contract plan. It offers to be one of six or more firms to put into the hands of the N. A. R. D. \$1000 each for the purpose of defraying the expenses incident upon obtaining signatures to direct contracts with retailers and wholesalers. Altogether, it looks very much as if the direct-contract plan would soon come into its own!

\* \* \*

#### PHARMACISTS AT THE A. M. A.

Pharmacists were more conspicuous at the recent meeting in Atlantic City of the American Medical Association than had ever been the case before. Of course the only section they have any interest in is that on *Materia Medica* and Therapeutics. Professor C. S. N. Hallberg, of the Chicago College of Pharmacy, has been the secretary of this section for two or three years, and it is largely due to his efforts that the number of pharmaceutical attendants has increased. Provision was made a year or two ago, indeed, to admit to membership such members of the pharmaceutical profession as desire to take part in the affairs of the association. At the Atlantic City meeting the following by-law was adopted:

Pharmacists desiring to become pharmaceutical members must present their names to the County Medical Society in the County in which they may be practicing pharmacy, three months preceding the annual session, and on approval of the County Medical Society, their names shall be submitted to the Officers of the Section, according to Article III, Section 6.

Previously to this arrangement, pharmacists could only be present at the meeting as delegates from the A. Ph. A. That the union of interests will prove valuable cannot be doubted. Pharmacists and physicians have many things in common, the open and frank discussion of which is of mutual benefit; and the leading pharmacists of the country now have an opportunity of presenting their case before the chief medical body in America.

\* \* \*

#### MR. BOK AGAIN. The retraction made by *The Ladies' Home Journal*, apropos

of "Pierce's Favorite Prescription," has caused quite as much of a sensation as the original diatribe. To use a very common expression, Mr. Bok has had to "eat crow," and he has done it humbly! In the July issue of the *Journal* he admitted that it was all a horrible mistake. After having declared that Pierce's Prescription



contained digitalis, opium, and alcohol, he thought perhaps it might not be unwise to have an analysis made and determine the facts for himself. He had several made, indeed, and these, "one and all, now show to us conclusively that not a single one of the ingredients mentioned by us in the original analysis quoted was contained in the bottles analyzed. Under these circumstances it is now perfectly plain to us that this magazine was unintentionally but nevertheless absolutely misled in making the original statement, and we hereby, of our own volition, make this unqualified acknowledgment of our mistake to the R. V. Pierce Medical Company and to our readers." Meanwhile, however, the suit for \$200,000 damages is still being prosecuted. Dr. Pierce thinks the retraction of Mr. Bok, humble and complete though it is, is not sufficient to offset the damage done by the original article.

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#### BORAX AS A PRESERVATIVE.

Dr. H. W. Wiley, Chief of the Bureau of Chemistry at Washington, has now made a report of

the experiments which he has been conducting with the "poison squad" during the last year or two in an effort to determine whether or not borax, when used as a food preservative, is inimical to health. His opinion is summed up in the final paragraph of his report, and this follows:

While many of the individual data obtained are contradictory, the general results of the investigation secured by combining into single expressions all the data relating to each particular problem studied show in a convincing way that even in doses not exceeding half a gramme ( $7\frac{1}{2}$  grains) a day boric acid and borax equivalent thereto are prejudicial when consumed for a long time. It is undoubtedly true that no patent effects may be produced in persons of good health by the occasional use of preservatives of this kind in small quantities, but the young, the debilitated, and the sick must not be forgotten, and the safe rule to follow is to exclude these preservatives from foods for general consumption.

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#### NEW YORK'S LATEST.

No month goes by in the quiet and calm atmosphere of Greater New York without some sort of a

shock in the world pharmaceutical. Last month the fun was furnished by the Manhattan Pharmaceutical Association. It seems that this association holds its meetings in one of the rooms of the New York College of Pharmacy, and there has been a feeling that something should be done to reward the college for

its courtesy. The idea of a scholarship was hit upon. A committee of three was appointed to determine what sort of a scholarship should be used for the purpose, and it was the majority and the minority reports of this committee which caused the fracas. The members of the committee did not find it possible to agree on the extent of the scholarship, and after the subject had been threshed over pretty vigorously for an hour or two, it was decided to appoint a new committee and effect a compromise in some manner. Scholarships are good things, and it is certainly to be hoped that the Manhattan brethren will not permit themselves to be foiled of their original purpose.

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#### MR. WEICKER'S PLANS.

Some surprise has been caused by the announcement that Theodore Weicker has withdrawn from the American house of Merck & Co. and will soon establish a firm of his own—The Theodore Weicker Company, manufacturers and importers of chemicals and drugs. Mr. Weicker organized the



THEODORE WEICKER.

American house of Merck in 1887, and has been at the helm ever since. Its success has been very largely due to his leadership, combined with the high standing which the Merck brand universally enjoys.



Mr. Weicker sailed for Europe a few days since, and will remain abroad about nine months. The new house will be established in New York some time during the spring.

\* \* \*

**A GRACIOUS ACT.** Mr. Glyn-Jones is well known, even on this side of the water, for the remarkable success with which he has ameliorated the cut-price situation in Great Britain. The Proprietary Articles Trade Association—commonly known as the “P. A. T. A.”—is analogous to our own N. A. R. D.; and Mr. Glyn-



MR. GLYN-JONES.

Jones was the organizer of this body, and has always been its leading spirit. Recently he has left pharmacy to undertake the practice of law, and there is a strong movement on foot to give him a testimonial indicating the feeling of gratefulness which his price-protective work has generated in the breasts of English chemists. The purpose of the committee in charge “is to present Mr. Glyn-Jones with a check for a substantial sum, subscribed by well-wishers in all parts of the United Kingdom.” This will be done at a complimentary dinner to be given early in October. Subscriptions are being made very generally, and the testimonial will undoubtedly be a very handsome one.

\* \* \*

**THE POPULARITY OF CARBOLIC ACID.**

Some interesting statistics regarding the use of carbolic acid for suicidal purposes have recently been collected by the Health Department of New York. Of 805 men and women who killed themselves last year, 337 used the carbolic acid route—a trifle more than 40 per cent of the total number. In 1900 292 persons shuffled off this mortal coil through the assistance of carbolic acid; in 1901 the number was 256, and in 1902 it was 268. These figures indicate clearly the danger which lies in the indiscriminate sale of the acid. The city of Chi-

cago was certainly wise in enacting the recent ordinance prohibiting the sale of the substance except upon the prescription of a regularly licensed physician. Carbolic acid is used by people for suicidal purposes far more extensively than any other poison, despite the horrible death which it provokes.

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**A CLERKS' ORGANIZATION.**

The drug clerks of Alton, Illinois, have recently formed an organization. The sympathy of the druggists of the town has been secured from the fact that the demands of the clerks are reasonable. Harmony and peace reign supreme. A twelve-hour working day is enjoyed, with two hours out for meals. Clerks whose hours run into the night have two evenings a week off, and every clerk is given each alternate Sunday to himself.

\* \* \*

G. L. Hechler, the well-known druggist of Cleveland, died a few weeks ago. Mr. Hechler had served as president of the State Pharmaceutical Association, had been a member of the Board of Pharmacy, was a founder of the Cleveland School of Pharmacy, owned two stores at the time of his death, and was quite as conspicuous in the business affairs of the city generally as he was in the walks of his own profession.

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At the semi-annual meeting of the New York State Board of Pharmacy, held in New York recently, Warren L. Bradt, of Albany, the secretary of the board, was the recipient of a gold watch and chain in recognition of valuable services in the cause of pharmacy rendered since he succeeded Sidney Faber, of New York, in his present office.

\* \* \*

Cyrus P. Walbridge, the well-known jobber of St. Louis, and a former mayor of that city, has been nominated by the Republicans for the governorship of the State. His opponent is Attorney-General Folk.

\* \* \*

Dr. Robinson, owner of three drug stores in Kansas City, has recently established a fourth at the corner of Fifteenth Street and Indiana Avenue.



## A STRIKING OBJECT=LESSON.

How a Clerks' Association in an Australasian City was Made a Remarkable Success, Proving a Source of Great Profit and Pleasure to the Members.

By HERBERT E. D. STEVENS,

Secretary.

The city of Launceston, the commercial capital of Tasmania and of the smallest state in the Commonwealth of Australasia, has a population of nearly 25,000. The pharmacists practicing there, and their assistants and apprentices, were very unso-cialable towards each other until the end of the year 1902. A change was effected when an association, formed by the assistants\* and apprentices, with their employers as patrons or vice-presidents, was started, having for its objects the social and educational improvement of its members. The association was fortunate in getting a medical man, who held the Aberdeen degree of Doctor of Medicine, and who was independent in character and practice, to accept the position of president.

### QUARTERS.

As the membership roll was not large enough to pay the rent of a room, the dental assistants and students residing in the city were invited to become members. They did so. Then a room was rented at eleven pounds per annum; and, by the aid of donations from the vice-presidents, furnished comfortably. This is used as a lecture room, and also as a reading and meeting room by the members; it is open to them at all times except upon one night each month, when it is sublet to an anglers' club to permit them to hold their monthly meetings. A donation was asked for, and two guineas received from the Pharmaceutical Society of Tasmania (which administers the poisons' act); and in return they were granted the use of the room to hold their intermediate and preliminary examinations, which are held half-yearly. The candidates for the final, or qualifying, examination must present themselves at the capital—Hobart—133 miles away by rail.

### FORM OF GOVERNMENT.

The association is controlled by a committee of four with the honorary secretary *ex-officio*; and the

chairman of the committee, elected by its members, constitutes, together with the secretary, the finance committee. The office of treasurer is combined with that of secretary. The annual subscription from assistants is seven shillings and sixpence, but apprentices subscribe five shillings only. There were twenty-eight members last year, of which number eighteen were assistants and ten apprentices; the number will be the same, probably, this year. This number includes all living in the city who are eligible for membership, with the exception of two or three dental employees.

Rules were remodeled from those of similar bodies in Victoria, Queensland, and New Zealand. These were drawn up to aid in governing the association. By them the committee is responsible for the management, and has to submit an annual report for the members' approval. The finance committee may be called upon at any time to present a balance sheet. At the annual meeting held in December all the officers were reelected by a full meeting of the members; thus the association showed in a practical manner its appreciation of the efforts and actions of those responsible for the success of the movement; while the employers expressed their approval in congratulatory terms.

### A SERIES OF LECTURES.

After the rules had been adopted at a general meeting, a syllabus of lectures was drawn up. The president delivered the first, and at the committee's request chose for his subject "The relations existing between the two professions—medical and pharmaceutical." This was very interesting and was delivered by a man unburdened by a feeling of conscious superiority, which a university education so often imparts. Other medical men delivered lectures on "poisons and their antidotes, with practical illustrations of the uses of the stomach pump and hypodermic syringe;" "transport of the wounded;" "smallpox and vaccination;" "the competition of hospitals and friendly societies" (which attracted a large attendance); and a series of three on "anatomy," with the aid of charts and microscopical

\*The "assistants" of Great Britain correspond to the full registered clerks of America, and not to those who here have registration only as "assistant druggists" or "assistant pharmacists."—THE EDITORS.



slides, and "physiology," also with the aid of charts. Lectures were delivered by pharmacists on "materia medica principles;" "questions in pharmacy;" "the microscope;" "prescription reading;" and four on "botany," microscopical slides and specimens being exhibited on each occasion.

The specimens shown at the lecture on "prescription reading" were projected first from an optical lantern by slides made from negatives copied from the originals, and afterwards the originals were handed around for inspection. A paper entitled "a résumé of chemistry" was read by a bachelor of science. The President acted frequently as chairman; or, if he was engaged, one of the vice-presidents presided. The advantage of having a medical man in the chair was manifested by the absence of any objection from his professional brethren to lecture before the members.

#### DISPENSING CONTESTS.

The lectures were interspersed with competitions. The first was a pill-making contest for apprentices. The prescription given was as follows:

℞ Morphinae hydrochloridi.....grs. ¼.

Misce, fiat pilula. Mitte xii tabs. Una quum necessitas sit.

In the original the directions for the patient were abbreviated thus: *j q. n. s.* This was the cause afterwards of some discussion amongst the members and pharmacists on the continent of Australia. No one but the judge, who was a member of the committee and appointed by it, considered that *quum necessitas sit* was a reasonable interpretation of the abbreviation. All others agreed that *quaque nocte sumendus* was more often met with, and therefore more reasonable.

To revert to the competition itself: A time limit was agreed upon, and as the competitors exceeded this, they were disqualified. The second prescription was more difficult, and read:

℞ Ferri sulphatis,  
Potassii carbonatis.....ää grs. xl (3ij).  
Extracti nucis vomicae.....grs. vj.

Misce et divide in pil. xxiv. Signetur: *j ter in die post cibos sumendus.*

A time limit was again fixed. The prize awarded to the winner was a copy of Attfield's Chemistry. This is the text-book recommended by most of the pharmaceutical societies in Australia; but at the conference of examiners held at Melbourne, Victoria, in October last it was agreed to place it on the list of books for reference only.

The next competition—plaster spreading—was open to all members. The apprentices were given an advantage over the assistants by being allowed more time to finish their plasters. The prescription set by the judges is given here:

℞ Emplastri belladonnae, 8 x 6.

The assistants were allowed twenty minutes to spread their plasters, including cutting the shapes, melting the plaster, heating the irons, and trimming the spread plasters. The apprentices received an extra ten minutes. A prize was donated for this by a principal.

The third competition was open to all, also; and a vice-president was the donor of the prize. The time limit was used to handicap the assistants again. The mixture and pills had to be dispensed by the older members in twenty minutes, and in thirty minutes by the apprentices. Each pill was directed to contain the following:

℞ Argenti nitratis,  
Extracti belladonnae viridis.....ää gr. ¼.

The mixture was composed of

Sodii salicylatis.....grs. x.  
Extracti cinchonae liquidi.....m. xv.  
Aquam .....ad 3ss.

All the competitors were disqualified; and the second prescription was as hereunder:

℞ Potassii iodidi.....grs. v.  
Fiat pilula. Mitte xij tabs. Unam nocte manequ capiat.  
℞ Quininæ sulphatis .....gr. j.  
Acidi sulphurici diluti.....m. v.  
Extracti glycyrrhizæ liquidi.....m. x.  
Aquam .....ad 3ss.

Misce. Mitte 3ij. Signetur: 3ss quaque quartis hora sumat.

As the competitors were once more unsuccessful, another prescription was given under similar conditions. It was for

℞ Potassii chloratis .....grs. xxiv.  
Acidi hydrochlorici.....m. xxxvj.  
Quininæ sulphatis .....grs. viij.  
Aquam .....ad 3vij.

Misce, fiat mistura. 3j quaque quartis hora capiat.

℞ Acidi arseniosi .....gr. 1/40.  
Strychninae sulphatis .....gr. 1/60.

Fiat pilula. Mitte xxiv. Unam ter in die post cibos sumendus.

After each competition the judges drew up and presented a report upon each candidate's work. To avoid any unpleasantness the competitor's number, and not his surname, was used to distinguish these



criticisms. It is almost needless to say that many useful hints were given and received in this way; and for the younger members it was splendid training for their future visits to the examination room. The competitions were carried out, as far as possible, in the same way as the final examinations are.

#### A GOOD IDEA.

A prescription book was obtained so that originals containing any peculiarity as to incompatibility, posology, or difficulty in translating might be pasted in for future reference. This innovation is a very good idea. One of the curiosities is the following:

R Antipyrini .....grs. viij.  
Aquam .....ad 3ij.

M.

G. P. O.

The directions are the cause of its insertion. The assistant who dispensed this asked the physician if he meant "General Post Office." The latter's reply was, "No. *Guttæ pro oculis*."

Here is another:

R Potassii chloratis, 0.

This hieroglyphic is intended to represent a tablet. The next one is, or rather was, a dangerous one:

R Strychninæ sulphatis .....gr. ss ( $\frac{1}{2}$ ).  
Sodii bicarbonatis .....3ij.  
Infusum gentianam compositam.....ad 3vj.

M. Signetur: 3ij ter in die post cibos.

The prescriber wished this to be dispensed as written; but he consented to allow the dispenser to keep it for four hours, and then to filter it. Others exhibit wretched caligraphy, or at the best "peculiar peculiarities" in the mode of forming letters or signs.

At the present time there is no college of pharmacy in this state; one of the leading members was persuaded to take those who were reading for their examinations as private pupils and to act as a coach to them. This will show that the General Committee was aware of the drawbacks their students suffered under in qualifying.

#### SOME INTERESTING DEBATES.

Late in the winter an epidemic of smallpox broke out in the city, and put an end to the lectures from the doctors for a short time. Being left to their own resources the members decided to hold a series of debates. Some of the subjects chosen were: "Should chemists sell tabloids?" "Should all hos-

pitals be under state control?" and "A commercial versus a theoretical training." One evening was devoted to impromptu speaking. For the debates three members were chosen on each side, and a chairman selected a week previously. After the debaters had spoken, the meeting voted upon their speeches. Each speaker was limited to ten minutes. This manner of selecting the opposing sides gave the members composing each time to consult any authority upon the subject. Some very enjoyable meetings were held; and the advantage was also had of encouraging the more nervous members to speak.

Some of the subjects for lectures this year are: "anesthetics;" "the chemistry of anesthetics;" "bacteriology;" "first aid;" and "urine testing." Competitions in pill making and mixture dispensing are also to be had. The greatest trouble has been to interest the dentists. A competition is being arranged for them to take an impression of the mouth and make a plaster cast of the same. Necessarily this is for the younger, rather than the older, dental members.

#### SOCIAL FEATURES.

From the social point of view, and apart from the meetings themselves, little had been done to bring the members together until the employers agreed, voluntarily, to close on Wednesday afternoons from 1:30 until 6:30. Then a cricket club was formed, and the members were able to meet each other away from business and its topics of conversation. Previously a football match, and two cricket matches, had been played on holidays.

All the meetings, including those at which lectures are delivered, are commenced at nine o'clock. This is the hour of shutting up; and all are enabled to attend who wish to do so. From the commencement, the meetings have been closed to all except the members of the medical profession, the employers of assistants, and those who may have been invited to lecture. Permission was refused again and again to outsiders. Many wished to be present at the lectures on "anatomy" and "physiology;" also at a hypnotic demonstration given recently. The committee recognized that as soon as they admitted one, they could not refuse another; again, the doctors were obliging the members, as they and the other lecturers acted as such in an honorary capacity only; another reason was that the club-room was just large enough when the full number of members was present. The writing



table, dispensing counter, and wall cases all occupy considerable floor space.

In all associations of a similar kind the difficulty of keeping all the members interested is considerable. In the Launceston Association, as in every other, there is a great gulf between the qualified and the unqualified members; then there is still another division to be made between the older and younger qualified men—thus making three divisions; while in this association the dentists formed a fourth class. All these classes may have something in common; but they also have many different ideas and objects in life; and trouble is encountered in trying to make them all enjoy the meetings. In larger cities it would not be necessary to consider the fourth class as there would be a sufficient number of pharmaceutical employees to balance the bank account.

The association had a very creditable balance sheet at the end of the first year, and as all the old members are rejoining this year, I think that it can claim to be a success from a financial as well as other standpoints.

#### ATTITUDE OF THE PROPRIETORS.

An interesting point is the position of the proprietors in relation to this association. Although they have subscribed to it, they have never attempted to interfere with its management; even the judges of the competitions have been chosen from the list of members, yet the prizes have been donated, usually, by the employers. This year the judges, who are to act when necessary, were appointed for twelve months. On the other hand, the General Committee has shown itself to be very willing to receive any suggestions from the seniors; and whenever the latter body wish to hold a meeting—about prices for instance—they place the club room at their disposal. The principal of one of the largest firms offered to supply all drugs for the competitions at cost price; this offer was gladly accepted, and the competitors contributed sufficient to cover this expense after each outlay. The belladonna plasters—spread at the plaster-spreading competition—were handed over to the Benevolent Asylum, after the judges had awarded the prize.

## AROUND THE CAMP-FIRE.

**A Couple of Interesting Apprenticeship Experiences—A Joke on the Proprietor—Novel Method of Preparing Rose Water—A New Kind of Patent Medicine.**

By MEMBERS OF "THE BULLETIN FAMILY."

#### USED HIM AS A CATSPA.W.

M. K. Barber, of Moran, Kansas, who has on several occasions contributed articles to the BULLETIN, tells two incidents of his early life behind the counter as an apprentice:

I notice the Camp-fire is getting low and in need of more fuel. I would very much regret to see it die out, and so will throw on a stick or two.

The following incident happened in Galveston, Texas, in '91. The writer was sent out one day by a clerk named K—— to 64th Street to get a prescription from a customer. K—— seemed very anxious that I should get the prescription at all hazards. He said that I must tell the customer that a wrong number had been put on the box, and that it would be changed and returned at once. He seemed very excited over it and urged me to hurry.

I took a car, and upon reaching 64th Street found

the house number and asked the gentleman (whose wife was sick) for the prescription which he had had filled at P——'s drug store. I told him just what I had been told to. He questioned me closely and asked me why, if that was the trouble, I hadn't brought along another box numbered correctly so that the powders could be transferred. I told him I did not know, that I was simply acting under instructions. He said he would be down town after dinner and would bring the prescription with him. I told him my orders were to bring it back with me, and he replied: "To the devil with your orders. I'll bring it myself." So I left.

I thought I would get back without my absence being noticed, but on the return trip on the car the power gave out and I had to walk over two miles. I did not reach the store until nearly an hour after my time had passed to report back from lunch. Mr. L——, the manager, asked me as I came in why I



was late, and I told him I had delivered a prescription (which wasn't true, but I wanted to shield K—), and that the power had given out so that I had to walk back. He asked me why I went without letting him know, and also who sent me. I told him K— had sent me, and that I supposed it was all right for me to go.

I saw K— as soon as I got a chance and told him why I hadn't got the prescription. He seemed greatly worried. In a short time Mr. Customer came in and went directly to Mr. L— with the prescription, and after a moment's talk Mr. L— and the customer went to K—'s counter and Mr. L— sent the porter to get me. Then I knew the "stuff was off" with K—, and me, too, most likely. Well, I didn't find out what was really wrong with that prescription, but the next day K—'s place was vacant. For my share I got a good hard lecture on truthfulness and had to promise to abide in the future more closely by the rules of the house.

#### THE BILL HE DIDN'T COLLECT.

Not very long after the above incident occurred, Mr. P—, "the boss," sent me out with a package of goods to be paid for on delivery. The bill was something over \$6, and the package consisted of a syringe, some toilet water, soaps, etc. Mr. P— himself gave me the goods and the bill, and said: "Now, Barber, you bring back the goods or the money!"

We (there were eleven of us in the store) were all in fear of the boss, for his word was law with a big L. But I screwed up my courage and said, "Mr. P—, what shall I do if the lady doesn't want to pay me?" He replied, "Do as I tell you—and hurry up about it!"

The place was a magnificent residence—a palace almost. A liveried servant met me at the door and I handed him the bill. I followed him into the hall and stood waiting, hat in hand, for his return with the money. The massive door at the end of the hall opened and the porter reappeared, stating that Mrs. B— had said the bill was correct and that she would take the goods.

I asked him to please tell Mrs. B— that I was supposed to collect for goods when a bill was sent along. He did so, and she sent word back that the servant was to bring the goods in so that she could check them up with the bill. I hesitated a moment, and then delivered the package to the porter. I

waited fully five minutes and then knocked on the big door. The lady herself opened it and said:

"Oh! did you forget something? The bill checked up all right."

"Pardon me," I replied. "Didn't you forget to pay me?"

"No. You run on, sonny, and tell Mr. P— that I will pay him in the morning when I come up-town. I never pay delivery boys!" (I found out afterward that they never did, nor any one else that they could get out of paying.)

But the idea! Calling me a delivery boy! I got mad all over, though I didn't dare show it; so I said calmly: "Then I must take the goods back." Her reply to this made me still more furious, but I held my ground and repeated my request for the goods.

"If you don't go at once," she declared, "I'll have the porter eject you, and I shall tell Mr. P— anyway that you are a very insulting boy."

Now this porter was a great big negro, and despite his tight-fitting, fancy clothes, I knew that with one hand tied behind him he could throw me out so thoroughly that I would probably "come to" in the next block, so I discreetly retreated. Mr.



[Drawn for the BULLETIN by Chas. A. Miller.]

#### A "Satoorated Soolooshun."

O'TOOLE: They tell me, Mr. Casey, thot you droogists kin answer any question pwhat any wan axes yer. Is thot so?

MR. CASEY: Oh! yes. We get used to answering questions and usually give a correct solution.

O'TOOLE: "Karrick sooloooshun!" Pwhat du yez mane?

CASEY: Why, we *always* give the right answer.

O'TOOLE: Oi yis, I understand. Now thin, tell pwhat is the matter wid O'Hara thot I jest passed doon th' strate, houlding on to a loomp posh; and sorry a fut cud he move.

CASEY: Oh! saturated.

O'TOOLE: Bedad! Mr. Casey, I take uff me hat to yez. Ye huv made a "satoorated sooloooshun" uv O'Hara.



P—— met me when I returned and asked sharply: "Where's the check?" I started to explain, but before I said a half-dozen words he cut me short, and the things he said wouldn't do to print in a dignified journal like the BULLETIN OF PHARMACY.

#### PHARMACEUTICAL WISDOM.

Ralph H. Woods, of South Bend, Indiana, tells of an experience he had once when acting as an apprentice in a store earlier in life:

I had occasion one day to use some rose-water for an eye prescription. The patient came back in a few days complaining that the solution caused his eyes to burn and feel uncomfortable. I could not see how this was, but tried the mixture myself and found that the patient was correct in his statement. A most painful sensation was produced in my own eyes. I had only been in this store for a short time, and knew but little of the character of the place. It transpired, however, that the druggist, in making the rose-water, had used *aqua de pump* and white rose perfume. He became very indignant when confronted with the facts, and insisted that he had never followed this method of preparation. It was nevertheless the truth, though, and I do not wonder that in that town the doctors all do their own dispensing!

#### A JOKE ON THE "BOSS."

Mr. Woods also contributes the following:

A drug store has always appealed to me as a place for seriousness, and one in which foolishness should not enter, but the occasion of which I mean to speak presented itself so forcibly that to desist would have been almost a crime. I was a clerk at the time in a down-town store. The proprietor was one of the best friends I had, and conspiring in a joke which was played upon him might easily have cost me at least a portion of his friendship. So dignified was he that from the moment he came in the store everything was "business" from the word go. No smoking or using of tobacco in any form, for instance, was permitted in any of the force.

We kept the tobacco stock in a dark hallway back of the wrapping counter, and some of us used to observe that Mr. X—— seemed frequently to be attending to the stock and pretending to be keeping it moist and in suitable condition. One day, while he was at dinner, the drug-store "boy," desiring to wait upon a customer found a small piece of plug tobacco that was comparatively fresh, and that

showed signs of tooth-marks. He brought the piece out to the rest of us and called it to our attention, desiring to know whose it was. The junior clerk did not chew or smoke; neither did I; the remaining clerk declared that it was not his; the finder did not claim it; so we decided that it either belonged to the lady stenographer or the boss, and we concluded that the latter must be the owner. A joke immediately presented itself to us. We took a small chunk of cork, made it of the proper shape, colored it suitably, and put it exactly in the spot which had been occupied by the piece of contraband plug. Then we awaited results. Soon after dinner the proprietor proceeded to give the tobacco stock its frequent attention, while the rest of us stood at a respectful distance and wondered what would happen. First we heard a few mumbled, dark-brown cuss words, and then the piece of cork lighted about twenty feet away on the far side of the store!

It would not have been safe to have our laugh at the time, but it may be depended upon that we made up for lost time when we got together at supper a few hours later!

#### A NEW USE FOR MOTH BALLS.

The following tale is contributed by Konrad Ziegenbalg, of Elizabeth, N. J.:

As a manager of a drug store in Bayonne, N. J., I once made a window display of moth balls. Pound packages of the balls were arrayed in the rear of the window, and supplied with price tags. One morning a typical hayseed came into the store and asked for one of the packages displayed. I gave it to him without any comment, and never once thought that he could misapply the article, since every package had the name of the balls printed on it, together with directions for using them. About ten minutes later, however, the farmer came back again, threw the package down on the counter in a great heat, and declared that it was a shame to sell such terrible stuff as that for candy!

Tableau!

#### A QUEER MISTAKE.

Mr. Ziegenbalg also describes a peculiar and amusing mistake made by a patient:

I once filled two prescriptions for a canal boat sailor, one of quinine capsules and the other suppositories of opium, belladonna and coca butter, labeling both plainly. About two hours later the



doctor came in laughing and said he had had a hurry up call to the boat an hour before from a patient thought to be dying. He had terrible cramps, was vomiting, and was nearly blind. The doctor administered warm water first, then used a stomach pump, and in about a quarter of an hour the brave sailor was out of danger.

What was the cause of all this? The man had used the suppositories as capsules and the capsules as suppositories!

#### THE OLD GERMAN AND THE FOUNTAIN PEN.

R. A. Reynolds, of Milford, Indiana, relates the following incident:

A short time ago a good old German, sitting in the store, glanced up at a poster advertising a certain make of fountain pen and inquired: "Vat ish dot?" I told him that it was an advertisement for a fountain pen, whereupon he asked, "Ish dot fountain pen some new-fangled patent medicine?"

## LUCIFER GREEN AND THE PILL MACHINE.

By FRANK FARRINGTON.

A few years ago ere tablets were known,  
When making up pills caused many a groan,

Hi Perkins, a druggist of San Maleen,  
Invented a wonderful pill machine.

The machine was the very first one of the kind,  
With hopper on top and a crank to grind.

Your drugs you poured in and turned the crank 'round,  
And pills would roll out of the spout by the pound.

A drummer named Jones dropped in one day,  
And, talking of pills, said no other way

Was proper for putting medicine down;  
That doctors would soon on other forms frown.

A clever young clerk was Lucifer Green,  
Who helped old Hi on his pill machine.

A youth he was whose ears were spread wide  
To catch all the wisdom that fell by his side.

He heard what the drummer had said to Hi,  
And treasured it up for use by and bye.

A week or two later the boss went away,  
A matter of maybe a fortnight to stay.

Young Green had formed a great plan in his mind,  
And this was his chance to let it unwind.

He'd make into pills every drug in the store:  
A stock it would be, never equalled before.

He'd sell them to druggists all over the land,  
And a fortune would soon come easy to hand.

Of course he'd divide with the boss; that was fair.  
Hi furnished the goods; he'd get a half share,

And by his return the pills should be made,  
All ready to ship at once to the trade.

So Lucifer set up the pill machine  
With rollers and bearings all polished up clean.

He started it going at very top speed  
And hired a boy the hopper to feed.

They shovelled in ipecac, ginger and lead.  
The faster it ran, the faster they fed.

Sal soda and salts and p. fenugreek,  
And big lumps of rosin that made the thing creak;

Saltpetre pills and pills of bloodroot,  
Pills made of hellebore, sage and coltsfoot;

Rhamnus frangula and strychnos nux vom.,  
Solidago odora and sem. cardamom.

They kept it a-going by night and by day,  
For meals they took turns in going away,

Until when at last everything in the store  
Was made into pills with room for no more,

They put them in barrels and boxes and bags,  
And marked them all nicely with labels and tags.

When Hiram came home and found all his stock  
Made up into pills, 'twas a terrible shock.

He cursed and he swore, he ranted and tore,  
He scattered the pills all over the floor;

He bounced both the boy and Lucifer Green,  
He smashed to flinders the pill machine.

And that was the end of Lucifer's scheme;  
His bubble exploded—he woke from his dream.

His fortune was gone before it was made,  
And he had to leave with his wages unpaid;

All of which goes to show that perhaps 'tis as well  
To talk with the boss before rushing pell mell.

#### Afterthought:

There isn't much call for a smart Alec clerk,  
Who's too full of scheming to stick to his work.



## SAVED BY A MISTAKE.

**The Dramatic Story of a Young English Physician Who Thought He Had Unconsciously Poisoned His Fiancee—His Wild Ride Through the Night on a Motor Cycle.**

By ERNEST C. CRIPPS.

The quick throb of Dr. Morton's motor-cycle pounded out on the keen air, as it swept smoothly and swiftly down the hard frozen High Street of the little town of Hillhampton. It was bitterly cold, and the doctor was looking forward to a cosy supper and a well earned pipe. He had had a tiring day, for his round was long, the district being much scattered and thinly populated, and he had left his last patient seven miles away at Palehurst, the next station to Hillhampton, on the Great Northern line. A messenger was to ride over later on from this last place for medicine, which the doctor had promised to have ready.

Dr. Morton was young, and was looked upon as a rising medical man. Fortune had come to him at last, after much wooing. Five years had he spent in the sleepy town, years of patient waiting, when expenses had been higher than income, and when the tradesman's knock had been heard more frequently than the patient's. But things were different now. Ability had told, as it always does tell, and he accepted his success not with surprise but with deep thankfulness; and as he rapidly neared his home his thoughts were busy with the future.

He was, as yet, unmarried. A housekeeper, maid, and a boy who delivered his medicines and made himself generally useful, comprised the household. But now, when patients were plentiful, and his bank balance rising, he had determined to marry, and the approaching spring would see the consummation of his fondest wish. The lady to whom he was engaged had been one of his first patients, and was also a living testimony to his skill and care as a medical man.

Five years before she was suffering from a spinal complaint, hitherto pronounced incurable. The daughter of Squire Graycote, of Deepdene, she could command the luxuries and comforts which money can give. But in spite of constant and unremitting care on the part of her nurses, and the old family doctor, she had spent the best part of her young life in the quiet solitude of the sick chamber. And then the old medical man had died, and Dr. Morton had been called in to take his place. With the latest information and methods at his fingers'

ends, he had entered into the treatment of the case with energy, and to make a long story short, Ruth Graycote eventually left her bed of weakness with the promise of health for the future.

But during those months of attendance and constant intercourse with her, the doctor had conceived a warmer feeling than usually exists between doctor and patient, and quite recently he had asked her to share his home and fortunes. After some little opposition on the part of her father, the matter had been arranged, and it was of her that the doctor was thinking as he stopped before his house that bleak winter's night. He had called upon her that evening, not in the capacity of doctor, but as friend and lover. He had found her prostrated by a severe attack of sickness, and he had promised to prepare medicine which was to be called for by a messenger from Deepdene some time during the evening.

Although he had promised to make up the medicine as soon as he arrived home, he was forced to give way to his housekeeper's entreaties that he should first have his supper, especially as the messenger could not possibly arrive for some time. Before he had quite finished he heard the sharp click of horse's hoofs, the door-bell was rung, and the voice of a groom was heard, asking if the medicine was ready for Miss Ruth Graycote. Dr. Morton arose and entered his small surgery, one part of which had been partitioned off as a dispensary. It was not an elaborately furnished place. Rows of plain deal shelves, the usual stoppered bottles, and a plain deal counter with drawers underneath completed the furniture. He took from one of the drawers an ordinary medicine bottle, and after writing the prescription in his book, began to make it up. It was to contain the usual substances for such illness, amongst them being a very minute quantity of hydrocyanic acid, twenty drops of which would poison an adult. This was kept in an ordinary stoppered bottle, and there was perhaps a quarter of a pint of this deadly compound.

Weighing out the solid ingredients, the doctor dissolved them in the medicine bottle about half filled with water, and then taking a small measure he carefully measured the small dose of the acid



and poured it into the mixture. Instead of putting the acid bottle back in its place, as he should have done, he left it on the counter, and proceeded to fill up the medicine bottle with chloroform water which was also on the counter, and which was kept in a similar sized and shaped bottle. Corking and labeling the bottle, he wrapped it up, gave it to the groom, and wishing him a cheery "good night," went back to his supper.

He finished this leisurely, and then went into his surgery to make up his entries for the day. As he passed into the dispensary, his eye fell upon the hydrocyanic bottle, still standing on the counter. *It was almost empty!* In a flash he saw the terrible mistake he had made. Instead of filling up the medicine bottle with water, he had mechanically filled it up with the acid, and the groom was probably even now within sight of the house which contained his future wife, who, unless he could stop her, would take the fatal medicine his hands had made.

The futility of any efforts he could make came forcibly home to him. The telegraph office was closed, and even if it were open it was three miles distant from Deepdene. Furthermore, the last train to Palehurst, the nearest station, had already left Hillhampton. A thousand thoughts swept madly through his brain. Unless he could prevent Ruth from taking a dose, certain death awaited her. What should he do?

Suddenly it occurred to him that by means of his motor-cycle he might stop or overtake the groom. It was but the work of seconds to gather together certain antidotes that might be useful in case he arrived soon enough to administer them. With feverish haste he pushed the motor-cycle into the road, and springing into the saddle began his seven mile journey to Deepdene. As he flew along the frozen road at the utmost speed of the machine, he prayed as he had never prayed before, that he might arrive in time. He shuddered, as in imagination he saw the frightful death that would overtake his loved one, should he arrive too late. Once before in his experience he had witnessed a death through hydrocyanic acid poisoning; the gasping for breath, the terrible agony, and the final struggle had come so quickly that the antidote, although administered almost immediately, failed to take effect.

He thought of his blasted future, both morally and socially, and of the young life so quickly destroyed, when happiness was almost within her grasp. He looked up to the silent stars with half articulate cries for help. He cursed himself for his carelessness,

and yet how many times had he mechanically filled up his bottles, even as he had done that night! The quiet hedgerows fell away from him as he flew onwards over the frosty road. He passed through sleeping hamlets, with lights in the bedroom windows, telling of the hard won rest of the weary toilers. Not for him were the joys of wedded life, and the sweet faces of children about his knee. The brand of Cain would be upon him. A wanderer would he be upon the face of the earth.

But now, as he reached the summit of the last hill, the lights of Deepdene twinkled in the distance. What terrible work is being done behind that quiet exterior? Leaving his cycle at the lodge, he dashed up the short drive, and gave a violent pull at the bell. The door was opened by a maid, who gazed in wonder at the haggard face of the young medical man.

"Your mistress," he gasped, "has she taken the medicine?"

"Yes, sir. William brought it in about ten minutes ago; and I poured out the first dose and she said she would take it and try to get some sleep."

Dr. Morton dashed by the maid, sprang up the broad staircase, and rushed into the room. Ah, he had arrived too late! There she lay, quiet now, her features composed as though she slept, a faint smile still hovering round her lips. Death then had not been so painful after all; amidst his terrible anguish he was thankful for that. He approached the bed and bent over the still form. What! Surely she was not still alive and breathing quietly after all? And yet, by the bedside stood the bottle of medicine with part of the contents taken. Yes, she still lived and peacefully slept; and falling on his knees Dr. Morton offered up a prayer of thankfulness for the apparent miracle that had saved her life.

\* \* \*

Upon examination of the bottle of medicine, the doctor discovered that it did not contain hydrocyanic acid after all. This startled him, and for some few minutes he could not understand exactly what had happened. The medicine had a distinct acid taste, and no smell of the poison could be detected. Suddenly light dawned upon him. In his surgery he kept hydrochloric acid in a similar bottle to hydrocyanic acid, but on a different shelf. His boy when dusting must have carelessly changed the bottles, the names to his untrained mind being similar; and Dr. Morton, mechanically seeing "Acid Hyd.," and knowing the poison was always kept in the same place, had assumed that he was



measuring out the hydrocyanic acid, and after doing so he had carelessly filled up his bottle with the same fluid.

Fortunately no harm was done. The mistake had

not been serious; but although many years have passed since then, Dr. Morton has never forgotten that ride to Deepdene when his wife's life was saved by a mistake.

## AN ARTISTIC CANDY WINDOW.

The display shown in the accompanying illustration was made by J. Harry Sparks in the window of Waldron & Todd's drug store at Jackson, Michigan. The store is one of the finest and most successful in the city, and Mr. Todd, owner and manager, is mayor of the town, and a popular business man.

setting, was cut out from colored paper and attached to the window-pane itself. The little commercial traveler at the left, who carries a traveling bag in one hand, and in the other a box of Lowney's candy ("The Daisy Kind"), was pasted onto the window-pane also. Incidentally it may be noted that it is



The display is of Lowney's candy, and was made during the convention in Jackson of the "United Commercial Travelers." The color scheme was blue, white, and yellow, these being the colors adopted by the organization.

The pleasing design shown in the center, embodying the words "Lowney's Candy" with their floral

the "Daisy" brand which gives the key to the floral design.

As will be seen from the illustration, a flag was draped about the window on the outside. Packages of Lowney's candy of different sizes were grouped on the window floor, and the customary Lowney placards were placed in the rear of the window.



## REMOVING STAINS.

### A Comprehensive List of Hints which Should be Preserved for Future Use—Practical Methods for Obliterating All Sorts of Stains.

It is hardly necessary to say that stains should be treated as speedily as possible after their first appearance. When once dry they are more difficult to remove, requiring both time and perseverance. Paint should be instantly wiped off; grease on wood, stone or carpet should be congealed before it has time to penetrate, by throwing cold water over it. Tea, coffee, ink, wine, and fruit stains will disappear in a quarter of the time if they can be attended to while wet. Spots on colored material must not be rubbed, but dabbed over and over again until they disappear. Rubbing roughens the surface and often leaves a whitened circle almost as unsightly as the original stain. The dabbing is best done by covering a finger with an old handkerchief frequently changed, and great care should be taken to confine the operation to the area of the stain itself, and not to extend the damage by damping and dabbing the surrounding material. In the treatment of stains, to know what you mean to do, and to do it quickly and neatly, is more than half the battle. We will take stains on white washing material first.

For acids, tie up a bit of washing soda in the stained part, make a lather of soap and cold soft water, immerse the linen, and boil until the spot disappears.

For aniline, wet with acetic acid, apply diluted chloride of lime, and wash out carefully.

Apple and pear stains may be removed by soaking in paraffin for a few hours before washing.

Blood, if fresh, is removed by soaking for twelve hours in cold water, then washing in tepid water. If the mark still remains, cover it with a paste made of cold water and starch, and expose to the sun for a day or two. Old stains require iodide of potassium diluted with four times its weight of water.

For coffee and chocolate, pour soft boiling water through the stains, and while wet hold in the fumes of burning sulphur.

Fruit stains can be treated in the same way if fresh, but if old rub them on both sides with yellow soap, cover thickly with cold-water starch, well rubbed in, and expose to sun and air for three or

four days. Then rub off the mixture and repeat the process if necessary.

Grass stains are removed by alcohol.

Ink requires milk for its removal; the spot should be soaked and gently rubbed. A fresh stain will disappear quickly, but an old one may need soaking in milk for twelve hours.

For iron mold, spread the stained part on a pewter plate set over a basin of boiling water, and rub the spots with bruised sorrel leaves, then wash the article in soft warm suds; or cover the spots with a paste made of lemon juice, salt, powdered starch and soft soap, and expose to the sunlight. Either process will be found effective.

Mildew can be removed by the above paste, or by simply wetting the spots, covering them with powdered chalk, and bleaching on the grass.

Paints must disappear before turpentine and perseverance.

Scorched linen can be restored if the threads are not injured. Peel, slice and extract the juice from two onions, add half a pint of vinegar, half an ounce of curd soap, two ounces of fullers' earth; boil these well, and, when cool, spread over the scorch; let it dry on, and then wash out the garment.

Tar can be taken off with petroleum.

Tea stains yield to the action of boiling water poured through them from a height, or to glycerin.

Wine stains, if old, treat like old fruit stains; if fresh, table salt spread over the spots while wet will neutralize the damage.

Stains of which the cause is unknown will frequently disappear if held in a pan of milk boiling on the fire, or by dipping them in sour buttermilk and drying in the sun. The articles should then be washed in cold water, dried, and the process repeated several times in the day. The following bleaching liquid will effectually remove any trace that may still remain after the garments have been through the laundry. It may be called an instantaneous ink and stain-extractor, but requires to be used with care lest the fabric suffer. Put a quarter of a pound of chloride of lime and a quart of soft water in a wide-mouthed bottle and shake it well. Cork tightly for twenty-four hours, then strain



through cotton, and add one teaspoonful of acetic acid to every ounce of the mixture. Damp the stain, apply the extractor, and wash well in clear, soft water.

For the removal of stains and spots from colored materials and carpets, ammonia takes the first place. Almost any mark, new or old, will yield to its persevering use, and if dabbed on (not rubbed) it will itself leave no trace of its use. It can be applied to woolens, cottons, and silks. It will remove ink spots from marble, paper, and wood. Grease flies before its application, and when diluted with water spots caused by orange or lemon juice or vinegar are removed by it from the most delicate materials. For very nice fabrics some people like to use the old-fashioned javelle water, to be obtained from the

chemist, but ammonia, delicately applied, does quite as well. From carpets, curtains and suits of clothing it will remove almost every stain, including that caused by whitewash.

Ink spots are always the most difficult to efface. Take up as much of the ink as possible with a spoon and blotting-paper, and then use milk or clear water until it disappears, being careful not to extend the area of damage done by rubbing the ink into the adjacent material.

Benzin will remove paint from delicate fabrics; if it fails, turpentine must be used, and the mark which it leaves be effaced by alcohol. If in the process of removing stains the color departs from the material, it can generally be restored by dabbing with chloroform.—*Western Druggist*.

## THE CARE OF CIGARS.

By FRED W. CHANDLER.

When it is considered that nearly nine-tenths of the drug stores throughout the country carry cigars, it is surprising that one does not hear more or see more written about their care. As every smoker knows, the good flavor of a cigar is lost or spoiled by exposure to the atmosphere under certain conditions. If in too moist a place, cigars mold or become soft, and if too dry they burn too freely, break easily, and lose their peculiar aroma.

Most of us of course have a moistener of some sort in the cigar case and can to a degree control them there, yet where there is an extensive business done, and a stock of ten thousand or more cigars on hand, it is a hard matter to have them all in just the proper condition. It has been quite a study with us, but we have solved the problem in a very satisfactory manner and at a very slight expense. Thinking that our plan might be of benefit to some of the thousands of our brother druggists throughout the country I will describe it.

The first thing is to fit up the special place where the cigars are to be kept, and it is almost immaterial whether this be in the cellar or elsewhere about the store. We partitioned off a space six feet long, five feet high, and four feet wide, from a large room and had it sheathed with half-inch matched southern pine, although any other wood might have been used equally as well. Inside this space, from floor to ceiling on each side, were shelves for the cigars.

These shelves were about a foot wide, thus leaving a space two feet wide in the center for a passage way. In one end was a door two feet wide which closed tightly. Suspended from the ceiling were perforated zinc trays, each lined with two thicknesses of blotting-paper; the latter was moistened with water when the air of the room became too dry, and radiated the moisture through the air better by being suspended.

This room was lighted with an incandescent electric light, and when the air became too moist we screwed into the light socket a small connecting wire which terminated in an electric heater or stove—an inexpensive affair such as can be obtained from any dealer in electrical supplies.

Suspended at one end of the room was a hygrometer, an ingenious little machine made by the Watertown Thermometer Co., which denotes the humidity of the air, showing the degrees from "very moist," "moist," "normal," "dry," and "very dry." With this as an indicator, and using the blotters as a moistener and the electric heater as a "dryer out," we are able to keep our cigars in exactly a normal atmosphere all the time. It requires practically no time to attend to the thing; and it is certainly well worth the small expense of fitting up such a place to have customers pass by two or three other stores and buy cigars of us because they are "just right" and possess all the original "bouquet" of the tobacco.



## A WOMAN'S IMPRESSIONS.

**A Clever Student at the Philadelphia College of Pharmacy Describes Her Experience in Going up for Examination Before the Pennsylvania Board of Pharmacy—A Bright, Readable Sketch.**

Before the eyes of every student of pharmacy there looms up a ghost, which, as the time comes for it to be laid, seems to grow larger and larger. This is the State board examination. A number of students, if they have the required experience, take the examination, especially for Q. A., in their first year at college. The writer, intending to apply for a registered pharmacist's certificate, went up for examination in her senior year [at the Philadelphia College of Pharmacy]; and the impressions of one woman at a State board examination may be of interest to others who "agonized" at the same time.

The examination held at the Philadelphia College on January 16, 1904, was the first at which practical work had ever been required by the Pennsylvania Board, and it would seem as if this fact brought out a greater number of applicants than ever before. Only those applying for registered pharmacist's certificates were required to take this practical test.

### FORMING IN LINE.

For a day or two before the 16th, several strange men were observed about the office and library of the college, and when it was whispered that they were members of the State board, many curious looks were cast upon them by those of the students who intended to "put their fortunes to the touch" on the Saturday following. The practical examination was held in the morning. The applicants were divided into two sections, one beginning work at 8.30 A.M., and the other supposed to begin at 10 A.M. The College halls presented an interesting scene when the writer, who was in section 2, arrived. Groups of men, some young and some not so young, were standing around and comparing notes, the novices receiving advice and counsel from those who were going up for the second, third or *n*th time. Presently, word was sent round for the applicants to form in line and go through the Arcade, registering and paying their fees as they passed between two tables in the hall. The ladies were placed at the head of the line (a courtesy greatly appreciated by them, particularly at the afternoon session), and it began to move slowly until it reached the door at the end of the hall leading to the stairway and into the chemical laboratory. There the line was halted

and we were told to "stay put" against the wall. Another line was formed against the opposite wall, and one through the center of the hall.

While waiting for these lines to form, many a jest and laugh went round and served to keep up the spirits of those who were outwardly calm or seemingly confident, but inwardly quaking. The college boys, of whom there were a goodly number, were irrepressible, as usual. Many and various were the rumors floating in the air. "We are going to have four preparations to make; one of the board said so." "Say, we are going to have belladonna ointment; pass it along"—presumably the word, not the ointment.

### AN INCIDENT.

Once the door at the foot of the stairway opened and a man with his hat on one side, and a general air of "veni, vidi, vici," sauntered out and down the hall toward the registry tables. In a few seconds he came rushing back, impelled by one of our dignified instructors, and his exit was rather more speedy and less imposing than his entrance. He evidently belonged to section 1, and had strayed down the wrong stairway from the pharmaceutical laboratory. Soon after this enlivening incident, we were told to move on and up. We obeyed orders, passing "Pop," and a little knot of chemistry instructors and students who had come out of the laboratory to see the procession, and who sent after us their good wishes. We reached the pharmaceutical laboratory, were assigned to desks, given the printed work, and told to begin.

### "STAGE FRIGHT."

But this advice is not so easily followed, for by this time you have a feeling akin to "stage fright," and are so confused that you can't calculate the proportions of the ingredients for making an emulsion, which is the first thing on the list. This state of mind is not helped by the fact that inspectors are marching up and down the aisle behind you, taking notes of your work. So you busy yourself about your desk until you can collect your scattered wits and begin. As you go on you regain your confidence and begin to think it is not so bad after all.



You finish up the emulsion, the capsules, and suppositories, and are beginning on the ointment when one of the members of the board announces from the rostrum that time will be up in 25 minutes. Anxious and belated ones hurry up, and make more blunders than before. Here is one who has greased (?) his suppository molds with glucose; another whose emulsion has "cracked," and can't be restored; another whose suppositories break on taking them out of the molds. Again that warning voice: "Ten minutes more, gentlemen," and then, "Time is up, gentlemen," and the practical test is over, and we go out, trying to feel that we have done well.

#### SIDE LIGHTS.

The practical work has taken so much time, on account of the unavoidable delays, that we have barely time to rush out for lunch and back again for the written examination in the afternoon. Too much excited to eat, we get back to the College and find the halls filled with a mass of struggling men and boys. The crowd of the morning has been augmented by the applicants for Q. A. certificates, and it is as much as one's life is worth to try to get through. Here is a long chain of students, pushing and pulling and shouting. All at once there is a greater disturbance and things look very alarming for a few minutes, until we find that it is only an unlucky junior being "hustled" by the seniors for having dared to say something disrespectful. Away he goes down the Arcade to the front door, and out, and loses his place in the line.

The ladies, and those of the boys who have recently been vaccinated, look at the mob and wonder how they are ever going to get through. At last the crowd begins to move forward toward the registry tables, and we have a vision of ourselves going in at the end of the procession, when there is a halt and a voice calls for the ladies. We venture around to the side door, and see Mr. Cliffe, one of the board members, mounted on a chair, trying to keep his equilibrium amongst the swaying, pushing crowd, and beckoning for us to come on. A passage is cleared for us, we reach the table, and with the command, "sign here," a "yard of questions" and a few (?) sheets of yellow paper are thrust into our hands and we move on and up again, climbing the stairs we have so often ascended on our way to Prof. Kraemer's "sky parlor." It reminds you of Boston symphony night at the Academy, when you are going to sit in the top balcony.

#### A YARD OF QUESTIONS.

We arrive breathless at the appointed room, and are given seats. We sit down and gradually unfold the scroll which was given us below, and glance over the list of questions. They look very formidable at first sight, but we find here and there an oasis in the desert in the shape of a question which we think we can answer fairly well, and which encourages one to take them up seriatim. The first one seems rather complicated, so you leave it to come back later, and take up one that seems less difficult. But "there's the rub." Processes and facts that you ought to know, and probably do know, have somehow unaccountably disappeared from your mental view. Your mind seems a mass of odds and ends, or as somebody once aptly expressed it, "a picture gallery without a catalogue." You find you have forgotten, as completely as if you never knew it, the chemical formula for common, ordinary, every-day alum. You leave it, thinking it may come to light before you are through. You can't even add correctly, and are compelled to go laboriously over your arithmetical work, in order to verify it. All at once, while answering some other question, it suddenly dawns upon you what the formula for alum is, and you turn back and insert it in the proper place with rejoicing. And so on through the whole thirty-six inches of questions.

#### THE CANDIDATES THEMSELVES.

While taking a breathing spell you improve the opportunity of studying the faces around you. Here is a man who looks as if the bottom has dropped out of his world, so hopeless and discouraged is he. There is another, with eyes fixed, staring into vacancy, trying vainly to resurrect some long forgotten, elusive scrap of knowledge. Here is another—a girl—with flushed face and eager look, bending over her paper and writing busily; there a man with a satisfied, confident expression, looking over a sheet that he has just finished. Then there is a man who is deeply engaged in studying natural history, the particular subject of his investigation being of the equine variety (sometimes called a "pony").

You are interrupted by hearing your number called, and you go down to the front of the room to identify specimens. Did you ever see or taste those particular articles before? You may have, but you are morally sure that the right names and right specimens are not going to connect. Two of them taste to you exactly alike, and they surely look alike. You mention this to the inspector when he comes



around, and he smiles a superior smile and passes on. But you manage to fill out the paper and hand it in, rather doubtful of results.

You go back to your seat again to take up the burden of the questions, and find that you have answered all you can, and after a last look over your papers you hand them in, and go out of the room, feeling rather blue and discouraged, but hoping against hope that you have done well enough to secure the coveted R. P. or Q. A. certificate.

#### WEARY WEEKS OF WAITING.

Then come days and sometimes weeks of weary

waiting for your notification as to whether or not you have been successful. We are still waiting, and realizing, in part, the truth of the old saying: "Hope deferred maketh the heart sick."

On the whole it was an experience to be remembered, and one that it pays to go through. The examination, all through, was a fair one, giving ample opportunity to both the practical man and the student. It was conducted in a businesslike manner, and the Pennsylvania State Board is to be congratulated upon the success of the new departure in requiring practical dispensing work.—*Alumni Report.*

## PHOTOGRAPHIC PASTES.

### A Very Practical Article for Druggists Who Deal in Photographic Supplies—Formulas Given for Several Kinds of Mountants.

By H. C. STANDAGE.

Owing to the nature of the different papers used for printing photographs, it is a matter of extreme precaution to use a mountant that shall not set up decomposition in the coating of the print. For example, a mountant that exhibits acidity or alkalinity is injurious with most varieties of paper; and in photography the following formulæ for pastes, mucilages, etc., have therefore been selected with regard to their absolute immunity from setting up decomposition in the print or changing its tone in any way.

One of the most usual mountants is rice-starch or else rice-water. The latter is boiled to a thick jelly, strained, and the strained mass used as an agglutinant for attaching photographic prints to the mounts. There is nothing of an injurious nature whatever in this mountant; neither is there in a mucilage made with gum dragon. This gum (also called gum tragacanth) is usually in the form of long curls (*i.e.*, leaf-gum), which takes a long time to properly dissolve in water—several weeks, in fact—but there has during the past few years been put on the market a powdered gum dragon which does not occupy so many days in dissolving. To make a mucilage from gum dragon a very large volume of water is required. For example, one ounce of gum, either leaf or powder, will swell up and convert one gallon of water into a thickish mucilage in the course of two or three weeks. Only cold water must be used, and before using the mucilage

all whitish lumps, which are particles of undissolved gum, should be picked out or else the mucilage strained. The time of solution can be considerably shortened (to a few hours) by acidifying the water in which the gum is placed with a little sulphuric or oxalic acid; but as the resultant mucilage would contain traces of their presence, such acids are not permissible when the gum dragon mucilage is to be used for mounting photographs.

Glycerin and gum arabic make a very good adhesive of a fluid nature suited to mounting photographs; and although glycerin is of a hygroscopic nature when by itself, such tendency to absorb moisture is checked by the reverse nature of the gum arabic; consequently an ideal fluid mucilage is produced. The proportions of the several ingredients are these:

- 4 ozs. of genuine gum arabic.  
(Gum acacia, not Bassora gum.)
- 12 ozs. of boiling water.
- 1 oz. of pure glycerin.

First dissolve the gum in the water, and then stir in the glycerin, and allow all débris from the gum to deposit before using. The following adhesive compound is also one that is free from chemical reactions, and is suited for photographic purposes:

- 2 pints of water.
- 1 oz. of gum dragon, powdered.
- 4 ozs. of gum arabic, genuine.
- 4 ozs. of glycerin.



Mix the gum arabic with half the water, and in the remainder of the water dissolve the gum dragon. When both solids are dissolved mix them together, and then stir in the glycerin.

The following paste will also be found a useful mountant:

- 4 ozs. of glycerin.
- 1 oz. of genuine gum arabic.
- 1 oz. of rice-starch.
- 4 ozs. of white sugar.
- Water q. s.

Dissolve the gum in just sufficient water to completely dissolve it, then add the sugar, and when that has completely dissolved stir in the starch-paste, and then boil the mixture until the starch is properly cooked.

A very strong, stiff paste for fastening cardboard mounts to frames, wood, and other materials is prepared by making a bowl of starch-paste in the usual way, and then adding one ounce of Venice turpentine per pound of paste, and boiling and stirring the mixture until the thick turpentine has become well incorporated. Venice turpentine stirred into flour-paste and boiled will also be found a very adhesive cement for fastening cardboard, strawboard, leatherette, and skiver-leather to wood or metal; but owing to the resinous nature of the Venice turpentine such pastes are not suitable for mounting photographic prints.

The following half-dozen compounds are suitable mountants to use with silver prints:

- 10 ozs. absolute alcohol.
- 1 oz. good gelatin.
- $\frac{1}{2}$  to 1 oz. glycerin.

Soak the gelatin in water for an hour or two until it is completely softened; then take the gelatin out of the water, allow it to drain, and then put it into a bottle and pour alcohol over it; then put in the glycerin (if the gelatin is soft, use only  $\frac{1}{2}$  ounce; if the gelatin is hard, use 1 ounce of the glycerin), then melt the gelatin by standing the bottle in a vessel of hot water, and shake up very well. For use remelt by heat. The alcohol prevents the print from stretching or cockling up under the influence of the gelatin.

In the following compound, however, only sufficient alcohol is used to serve as an antiseptic and prevent the agglutinant from decomposing: Dissolve 4 ounces of photographic gelatin in 16 ounces

of water (first soaking the gelatin therein for an hour or two and then melting by heat), then stir in 1 ounce of glycerin, and when that has well mixed add 5 ounces of alcohol.

The following paste agglutinant is one that is very permanent and useful for all purposes required in a photographic studio: Take 5 pints of water, 10 ounces of arrowroot, 1 ounce of gelatin, and 10 fluidounces of alcohol, and proceed to combine them as follows: Make the arrowroot into a thick cream with a little of the water, and in the remainder of the water soak the gelatin for a few hours, after which melt the gelatin in the water by heating it, add the arrowroot paste, and bring the mixture to the boil and allow to boil four or five minutes, then allow to cool and mix in the alcohol, adding a few drops of oil of cloves.

Perhaps one of the most useful compounds for photographic purposes is that prepared as follows: Soak 4 ounces of hard gelatin in 15 ounces of water for a few hours, then melt the gelatin by heating it in a gluepot until the solution is quite clear and free from lumps, stir in 65 fluidounces of cold water so that it is free from lumps, and pour in the boiling-hot solution of gelatin and continue stirring, and if the starch is not completely cooked boil up the mixture for a few minutes until it "blows," being careful to keep it well stirred, so as not to burn; when cold, add a few drops of carbolic acid or some essential oil as an antiseptic to prevent the compound from decomposing or becoming sour.

A useful adhesive mucilage, which is very liquid, is obtained by mixing equal bulks of gum-arabic and gum-dragon mucilages of the same consistence. The mixture of these mucilages will be considerably thinner than either of them when alone.

As an agglutinant for general use in the studio the following is hard to beat: Dissolve 2 ounces of gum arabic in 5 ounces of water, and for every 250 Cc. of the mucilage add 20 Cc. of a solution of sulphate of aluminum, prepared by dissolving 1 gramme of the sulphate in 20 Cc. of water (common alum should not be used—only the pure aluminum sulphate, because common alum is a mixture of sulphates, and is frequently contaminated with iron salts). The addition of the sulphate solution to the gum-mucilage renders the latter less hygroscopic and practically waterproof, besides being very adhesive to any materials, particularly those exhibiting a smooth surface.—*Practical and Junior Photographer.*



## SELECTIONS.

### HOW A MAIL-ORDER HOUSE DOES BUSINESS.

The manner in which the big Chicago mail-order houses handle the immense volume of business which comes to them every morning is marvelous in system and dexterity. Forty thousand letters per day is a low average for the greatest of these institutions. Its clients write from all parts of the world, and unless the demand is for bulky machinery which is not in stock, shipment is made the day the order is received.

The mail-order business is founded on "catalogues." These are bulky volumes, listing thousands of articles, representing all phases of human need and endeavor. Each item is numbered, described, illustrated, and priced. In ordering, all that is necessary is to specify the requirements, stat-

ing catalogue numbers, and enclosing a money order for the cost. The house does the rest. There are hundreds of thousands of these catalogues out. This institution has two hundred girls fully employed sending to clients new editions and circulars and responding to applications for the original volume.

Forty thousand letters per day to be opened, entered, copied, sorted for individual departments—the mere handling of such a body of mail keeps a large force busy. The mail pouches are emptied on tables at which sit fifty girls. The letters are made up in bundles and opened in a machine, which grinds the edges off, a hundred at a time. Inquiries and complaints are sent to their several departments, and orders are hurried to the entry office. At separate tables the registered mail is dealt with, the pouches being opened by a representative of the post-office, and checked by a batch of receiving clerks who use adding machines to compute the totals.



A PROMINENT MEXICAN PHARMACY.—On this and the two succeeding pages of the BULLETIN pictures are shown of the "Drogueria and Botica Americana" of Aguas Calientes, Mexico. The proprietor of this establishment is Dr. John W. Overton, whose nativity, we believe, is Kentucky. Dr. Overton spent five years in Europe, and has now been established in Mexico for an additional five. He has both a retail and a wholesale trade, and enjoys a large business, which extends to nearly every State and territory in the Mexican Republic.



The entry office is an important link in the system. Here the orders are first transferred to regular blanks and duplicates made on hydrostatic presses. These sheets are passed on to another force, which segregates the items and apports them to the various departments of the institution. For each department a ticket is made out, detailing the goods required and the number of the compartment in the shipping-room to which they shall be sent. Another group of clerks is engaged at the same time routing the order, specifying thereon the cheapest, quickest and most advantageous way which it can be shipped to the purchaser. The most important of the mail-order houses uses 22,000 of

these tickets a day. They represent the most various requirements, for the catalogue covers the whole range of human needs and activities. All important and familiar articles and utensils are furnished from stock, but bulky machinery and furniture is shipped directly from the factory.

The preliminaries having been completed, it remains to fill the order. Its destination is a numbered compartment in the shipping-office. There the various items are assembled. Transmission of small freights from floor to floor is made by means of an endless carrier. On these carriers as they pass at a rapid gait the goods are loaded, and at the proper place are taken out. When the order is completed and checked, the merchandise is hurried to the packers' table, where, with extraordinary rapidity and precision, it is baled, and sent on to be labeled, and shipped according to the direction.

There are the bulky packages. In another division of the shipping-office is where mail and express packages are despatched to their innumerable destinations. A corps of young men wrap and bale the parcels as they come in. Then another gang weigh them on government scales, marking on each the necessary amount of postage. A third set affixes stamps. All this is done under the vigilant eye of a post-office inspector, whose presence allows the use of pre-cancelled stamps, obviating rehandling in the general post-office. From the table the packages are thrown directly into the array of mail pouches which hang conveniently near. There is one for every State in the Union. As each is filled it is locked with the government lock by the inspector and goes directly to the train. An average delivery from this office is 4500 packages daily.

With similar precision the express packages are handled. Clerks prepare receipts as the parcels accumulate. Expressmen on the other side of a bench receive the packages, sign and return the receipts therefor, and send them to the wagons which await outside. Once across the bench those parcels are out of the custody of the house. A postal card notifies the purchaser that his goods have been shipped. Watches and jewelry are sent out from a locked compartment. There is a common receiving department for all the express carriers, and two clerks seal the packages and receipt therefor. An impression of the volume of business transacted may be gathered from the fact that eighty clerks are engaged footing and extending express receipts.

In this institution the shipping department occu-



A PROMINENT MEXICAN PHARMACY.—In this view is shown the Surgical Supply Department of Dr. Overton's pharmacy in Aguas Calientes, Mexico. The Doctor enjoys the confidence of the Mexican physicians, and deals very largely in surgical instruments and appurtenances generally. He doubtless sells more supplies of this kind than any other store in the Republic. Aguas Calientes is the geographical center of the country, and has a considerable advantage from this fact. Twice a month Dr. Overton sends something in the way of advertising to every doctor and druggist in Mexico.



pies three floors, which are covered from morning to night with an extraordinary array of merchandise. It is a scene of intense activity, hurry and confusion, but there is order in the apparent chaos.

The records of all this big mail-order house are sedulously kept. There is an entry for every customer who has ever done business with the institution. His order, the date, and the correspondence pertaining thereto, can be reviewed at a moment's notice. Thus a big business, accurate and active in its details, moves through the same arc day after day. And the rapidity with which these arcs have grown is enormous.—*World's Work*.

### WHAT BECOMES OF THE PROFITS?

If the expense of conducting the average retail drug business is 25 per cent of the gross receipts, if a proprietary prescription article costs \$1 and sells for \$1.50, and if the druggist, after selling it, will in future keep another bottle in stock, how many purchases and how many sales will it be necessary for him to make until he breaks even on the transactions?

The answer is nine purchases and eight sales. In eight sales he realizes \$12; nine purchases cost him \$9; the selling cost of eight sales is 25 per cent of \$12, or \$3, which, added to the original cost, makes a total cost of \$12; therefore, to break even, the druggist was compelled to make nine purchases and eight sales. See?



A PROMINENT MEXICAN PHARMACY.—From this engraving it will be seen that Dr. Overton, in running a soda fountain, has very largely adopted American ideas in the conduct of his business. Indeed, every aspect of the *Drogueria and Botica Americana* wears an up-to-date and twentieth-century air.

Use a little drug store arithmetic, Mr. Retailer, and see where you are at on the question of profits.

An array of facts concerning average profits on some prescription items will be of interest.

Take Hagee's Emulsion; it costs 80 cents; on a prescription the druggist usually gets \$1.25; 25 per cent of \$1.25, or the expense cost added to the original cost, is 31.2 cents, making a total cost of \$1.11 1-5, which deducted from the selling price, \$1.25, leaves the druggist a net profit of 13 cents and 8 mills.

Fellows' Syrup costs \$1 and usually sells for \$1.25; the selling expense on \$1.25 is 31.25 cents, making a total cost of \$1.31 25/100, or a total loss of 6 1/4 cents on the transaction.

Maltine preparations cost 75 cents; they sell for \$1; the selling expense gives a total cost of \$1. This is an even exchange. The druggist has made a sale just for the fun of it.

Four ounces of Hayden's Viburnum Compound, according to our association's own schedule, sells for 75 cents; the goods cost 38.75 cents; bottle, cork and label, 5 cents; selling expense, 18.75 cents; total cost, 62.50 cents, or a profit of 12 1/2 cents on a sale of 75 cents. Surely this is great business!

Bell's Syrup of Codeine costs 40 cents, and sells for 50 cents; apply the rule and the druggist loses 2 1/2 cents on the prescription.

Patent medicines costing \$2 per dozen and selling for 25 cents each yield a ridiculously small margin, viz.: the single item costs 16 2-3 cents, and sells for



A PROMINENT MEXICAN PHARMACY.—Here we have Dr. Overton's dispensing counter in the retail department. It is interesting to know that the Doctor carries a full line of American goods, including chemicals, pharmaceuticals, and surgical supplies. Many of our patent medicines are also to be found on his shelves.



25 cents. Add the cost of doing business, or  $6\frac{1}{4}$  cents, and you have a total cost of 22 11-12 cents, leaving a total profit of 2 1-12 cents.

Now, Mr. Druggist, if you desire to make money in the drug business you must reform your pricing system. Do a little figuring so that you will know what goods are costing you, and then charge enough profit to pay for the skill employed in and the time devoted to the conduct of your business. "The laborer is worthy of his hire."—N. A. R. D. Notes.



SCULPTURE AT THE ST. LOUIS EXPOSITION.—Some of the sculptural work at the Louisiana Purchase Exposition is bound to attain a very high mark for originality and beauty. The foregoing piece represents the "Spirit of the Atlantic," and is one of the notable examples of American art on the grounds.

## RULES FOR THE APPRENTICE.

### I.

Always be busy doing something during the day. After 6 P.M., when not busy with necessary work, improve your mind by study.

### II.

Cultivate habits of cleanliness and order, for in their wake follow precision, carefulness, exactness and vigilance.

### III.

Keep up friendly relations with the broom, duster, soap and water of the store.

### IV.

In sweeping the floor, be careful to raise no dust, it will only settle on the floor again or some place in the store where it may not be as convenient to remove it. Remember that the corners, under the chairs, counters, desk, etc., are parts of the floor and should always be clean.

### V.

Dampen your dusting cloth slightly before wiping off your show-cases, woodwork, or marble. Use a cloth as well as a feather duster if you would be thorough.

### VI.

Do the windows need your attention? Never allow them to be dirty, for our water supply is ample and sponge, chamois and ammonia will always be furnished.

### VII.

The drawers for prescription bottles should always be full of dry, clean bottles. The stock bottles of the store are to be filled every morning from the duplicate containers in the cellar.

### VIII.

Remember that the soda-glass holders, metal signs, show-cases, and soda fountain require polishing every day; they always look better for it. Our patrons are dainty and particular and we should be the same.

### IX.

Never leave the store at night until all the mortars, pill-tiles, graduates, spatulas, etc., are clean, and in their proper place. The sink should also be thoroughly cleaned and disinfected at this time.

### X.

When you think you have nothing to do, read over these rules and they may suggest some work.



## LETTERS.

## THE GENESIS OF THE HAIR TONIC.

To the Editors:

In the July number of the BULLETIN I read an article on "Hair Tonics." This brought to my mind the origin of all the lead and sulphur hair tonics which have been sold for the past half century. I entered the drug business in 1851, and we had then for sale "Twiggs' Hair Dye," "Wood's Hair Restorer," and subsequently any number of them, all about the same thing.

In 1847 Dr. H. H. Steiner was a surgeon in the United States army, and at some previous time had been stationed at the arsenal in Augusta, Ga., which was then an army post as well as arsenal. General Twiggs was in command of the post. When the war with Mexico broke out, General Twiggs was ordered to Mexico, and Dr. Steiner also.

During the war, on the march from Vera Cruz to the City of Mexico, General Twiggs met Dr. Steiner and told him he had been suffering for some time with an eruption on his scalp, which was very annoying, and asked him to give him something to relieve it. The Doctor wrote for 2 drachms each of sugar of lead and sulphur to be mixed with a pint of water, and told him to shake it well and apply freely night and morning. General Twiggs had a full head of hair which was snow white, and a long, flowing white beard. He used this remedy but a few days when he found his hair turning dark, and he applied it to his whiskers too. In a few more days his eruption had disappeared, and he had a fine head of black hair and whiskers of the same color!

He met the Doctor some days after this, and though they had been intimate friends for years, the Doctor failed to recognize him until the General asked what was the matter that he did not speak to him. The Doctor looked at him closely and finally exclaimed, "What is the matter with your hair, General Twiggs?" The General told him his medicine had not only relieved his scalp trouble, but had also colored his hair!

The Doctor told several mutual friends, and directly everybody wanted to know what Twiggs' "hair dye" was. He gave the formula freely to every one, and it has been in use ever since.

Dr. Steiner, who has long been dead, told me of this himself forty years ago.

R. H. LAND.

Augusta, Ga.

## SOME ADVERTISING SUGGESTIONS.

To the Editors:

I am pleased to note that in the department of "Business Hints" of the BULLETIN OF PHARMACY for March and April you reproduced two or three of my advertising cards. I have another card which advertises my headache powders, and still another

**FOR CHAPPED  
HANDS AND  
ROUGH SKIN  
USE  
LENOX SKIN FOOD.**

(Prepared only by us)

It is the finest preparation for Chapped Hands, Rough Skin, Smarting from Shaving, Chafing from Saw-edge Collars and other skin ailments. It is delightfully soothing, clearing, softening and healing, and is just the toilet cream for Fall and Winter. You can not help liking it.

PRICE 10 AND 25 CENTS.

**FUHRMANN'S PHARMACY.**  
8th and East Capitol Sts.

An Advertising Card.

for my Seidlitz powders. I use the cards mostly by putting the one referring to a particular speciality in the packages of all my other specialties, and I find them about the most effective of any of

From . . . .

**Fuhrmann's Pharmacy,**

East Capitol and Eighth Streets,  
Washington, D. C. Phone: E. 1059.

---

High-Class Prescription Work a Specialty.  
Prices Moderate.

---

USE LENOX SKIN FOOD for Chapped Lips, Hands and Face, Tan and Sunburn. Excellent after Shaving. Prices 10 and 25 Cents.

FUHRMANN'S HEADACHE POWDERS Cure Sick Nervous Headaches and Neuralgia. Price 10 Cents.

A Small Envelope.

my advertising. I now have very few calls for any but my own headache powders, and I have a very good trade on my skin food, and also on the "Grippe Capsules" in season. These specialties have



practically been advertised in no other way than by the use of the cards, and I have found the scheme a very profitable investment. I am sending you the card which I use in advertising my skin food. All the cards are 2 by 3½ inches in size, and printed with black ink on thin white cardboard.

I send you an envelope (2¾ by 3⅝ inches in size) which I use for change, stamps, and small articles for which children are sent. It saves time and paper, and is, moreover, an advertisement besides.

I get most of my advertising ideas and "copy" from the BULLETIN OF PHARMACY. I have a large scrap-book in which I paste all advertisements that I think are attractive, and from this I have but little trouble in getting suitable "copy" for almost any kind of an advertisement in a very short time. The book is particularly useful when you are called upon to furnish "copy" for a programme "while you wait."

I think your window display illustrations are a great help to the retail druggist, and I hope you will keep up the good work.

CHARLES J. FUHRMANN.

East Capitol and Eighth Streets, Washington, D. C.

#### THE MAIL-ORDER HOUSE PROPOSITION.

To the Editors:

There is one subject that interests some of us country "pill mixers" deeply, and that is the effect of the mail-order houses upon the retail drug business. These houses put their catalogues into the hands of every family in the country, and especially send them to the farmers—the very people whom the country druggist depends upon for his living. I have before me a catalogue which quotes almost all of the dollar patents at 70 cents, and there is about the same rate of reduction on nearly everything else that the druggist carries, even to absorbent cottons, gauzes, and plasters. One large manufacturer of surgical supplies has his goods listed in a mail-order house catalogue at regular list prices. My customers can send in and get a pound of cotton as cheaply as I can!

I believe it is time the country druggists were doing something for their protection. The N. A. R. D. is all right, but the fact is that the cut-rate store of the city does not hurt the country druggists as much as the mail-order houses do. I am glad to see that the N. A. R. D. is waking up to the fact. I think it is high time that the retail druggists were

rousing themselves from their dreams of eternal bliss and doing something for their cause. Let us get into the band-wagon before it is everlastingly too late, and not wait for the other fellows to do all the work!

In conclusion I should like to ask simply one question: What would be the effect if every retail druggist in the country should refuse to handle any goods that were distributed through mail-order houses?

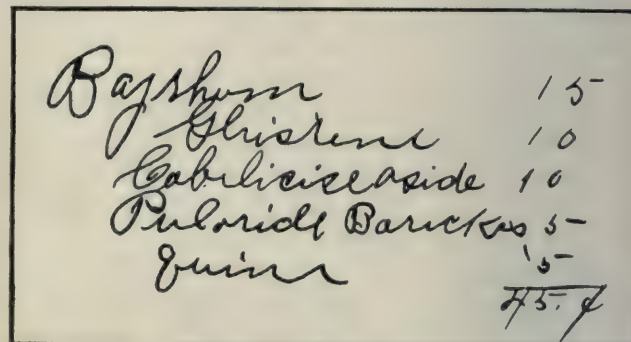
ARTHUR D. TALBOTT.

Grinnell, Iowa.

#### SOME INGENIOUS SPELLING.

To the Editors:

I am always anxious to get the BULLETIN OF PHARMACY, and am particularly interested in the reproduction of illiterate orders. Here is one I



received the other day which may interest other BULLETIN readers. It shows how ingeniously people can spell when they set their minds to it!

W. H. CHERRY.

Granbury, Texas.

#### THIS DESERVES THE MEDAL!

To the Editors:

I was much interested in noticing the reproduction, published on page 251 of the June BULLETIN, of an order for Seidlitz powders written on an old shingle and carried to a druggist to be filled. This reminded me of a similar experience of my own. A doctor, quite a wag in his way, was approached one day by a regular patient for a prescription for a pint of whiskey—needless to add, this occurred in a local option town. The doctor assured the patient that he didn't need the spirits, but the latter knew better. Finally, the doctor declared that he did not have any prescription blanks with him anyway, and was in a hurry to make a call out in the country. The patient



reminded him of the fact, however, that he had promised him a prescription for a pint of whiskey the next time he saw him, that this was surely the "next time," and that he wanted the prescription and needed it.

Reminded of his promise, the doctor felt that he had to "make good," so he took out his pencil and wrote the prescription on a box of drugs that had just been unloaded on the sidewalk, then got into his buggy and drove off. The patient looked at the prescription a few minutes in comical dismay, and finally took out his pocket knife, sat down on the box, and "got busy." It was tough wood an inch thick, and the fellow certainly earned his prescription in getting it. He cut it out nicely and brought it in. I told him that I couldn't fill the prescription as it would be impossible to file it in the regular way. He replied that he would fix that part of it all right, and then, with the small blade of his knife, he put a hole through the board so that it could be hung over the file, and gave it back to me with calm assurance. He got his pint of whiskey all right!

I cannot send you a photograph of the original prescription, for the doctor rewrote it on a blank in regular order when I showed him the block, and I then threw the latter away. The doctor laughed heartily at the incident, and said he guessed the fellow must have wanted the stuff pretty badly.

M. K. BARBER.

Moran, Kansas.

#### ALTERNATIVE WEIGHTS AGAIN.

To the Editors:

Apropos of the discussion now on as to how the mathematics of the new Pharmacopœia should be printed in case alternative weights were used, I suggest that the plan of Professor Searby (See June BULLETIN, page 226) be adopted with the amendment that the quantities in both systems be stated in equivalents. To illustrate, let the metric formula call for a liter, and the alternative formula for a quart, or the former for a half-liter (or 500 Cc.) and the latter for a pint. A quart is nearly a liter, while a pint is nearly a half liter. To have the metric formula measure up to a liter, while the alternative formula measures up to a pint, would deceive a good many thoughtless persons into assuming that the two quantities were equivalents; and this error would certainly delay the final acceptance of the metric system.

On the other hand, the use of equivalent quanti-

ties would familiarize the old-time members of the profession with the metric equivalents, and it would also illustrate to the rising generation how simple and easy a thing it is to use the metric system when compared with the ordinary systems.

E. J. WARE.

Detroit, Mich.

#### HE WANTED TO MIX IT HIMSELF!

To the Editors:

I enclose you an order received to-day. Publish it if you like. I presume no experienced druggist will have any difficulty in translating it, but it will be well to offer the explanation that it calls for

Mr. Bell Please send  
me ten sentes worth aff  
Boston come probeter  
a time worth off  
I see it as I met  
up I niter dont  
miss it i will

balsam copaiba and sweet spirit of nitre—a combination which indicated that the man was more or less in trouble. Certainly he had his troubles in trying to explain what he wanted!

JOHN K. JOHNSTON.

Millen, Ga.

#### TO BLEACH SPONGES.

To the Editors:

In the July BULLETIN I observe that "G. M. C." asks the "Query" department about a method for bleaching sponges. I send you my plan for the benefit of "G. M. C." and others. I have used it for a long time and have always found it very successful.

Free them as far as possible from sand and other foreign matter. Then wash thoroughly and press. Next introduce them into a solution of permanganate of potassium containing one ounce of the salt in one gallon of water; leave them in this liquid two or three minutes, then take them out and express the liquid (which can be used several times), and wash them with water until no more violet liquid runs from them. Next immerse them in a solution



of one part hyposulphite of sodium in 20 parts of water, to which add immediately, before dipping the sponges, one part hydrochloric acid. When the sponges are white remove them and wash thoroughly with clean water.

To restore elasticity and softness to sponges dip them in a mixture of one part by measure of glycerin and 8 parts water, press out the excess of liquid, and allow them to dry.

B. S. DOTY.

Graham, Texas.

#### CREDIT WHERE CREDIT IS DUE.

To the Editors:

I notice that you have failed at least on two different occasions to mention South Dakota in your list of boards of pharmacy that require practical laboratory demonstration in their examinations. South Dakota was one of the first to require such work, it having now been in operation some eight years, if my memory serves me correctly. I presume your sin of omission was simply an oversight, perhaps due to the fact that we have no journal of pharmacy to sound forth our praises; and as our people are so well satisfied with their surroundings

that they have no desire to leave the State borders, it doesn't surprise me to find that the outside world is not aware of the perfection we have attained in our pharmacy laws and requirements.

D. F. JONES.

Watertown, South Dakota.

#### HIS INTERPRETATION.

To the Editors:

Page 295 of the last BULLETIN contained a couple of puzzlers in the way of prescriptions. I interpret the third one in the first group to call for a liniment of tincture of iodine and castor oil; and if the prescription proper at the top of the second column had come to me I should have dispensed "Cap. gr. V Quinine Sulphate, No. XII. Sig.: One (1) if necessary."

OTTO RAUBENHEIMER.

Brooklyn, N. Y.

To the Editors:

I am very much pleased with the BULLETIN and do not lose a chance to speak a good word for it.

F. A. GLEASON.

Cadillac, Mich.



A GROUP OF CHICAGO "VETERANS."—This interesting picture of the members of the Chicago Veterans' Association was made on the occasion of the annual outing which took place some weeks ago. Reading from left to right, and beginning with the men on top of the coach, the persons are Messrs. J. Blocki, the tally-ho man, Smith (a guest), Schroter, Forsyth, Scherer, Grassly, W. H. Gale, Maynard, Patterson, Brown, Jauncey, Engelhard, Baxter, E. O. Gale, G. Blocki, Weber, Jacobus, Bartells, and the driver of the coach. The men inside the coach are Messrs. Hottinger, Fry, W. Blocki, and Ebert. Finally, the four men on the "ground floor" are Messrs. Woltersdorf, Bodemann, Jamieson, and Biroth.



## BUSINESS HINTS.

### A Specimen of Facetious Advertising.—

There are views and views on the question of humorous advertising. Some druggists believe in it. Some druggists do not. We mean on this occasion to reproduce *in toto* the text of a six-page folder issued recently by the Whorton-Barnard Drug Co.—located, we believe, in Alabama. The folder is defective in not giving the place of residence—a defect which should always be avoided in every bit of advertising. The folder was provided with a flap, the intention being to fasten the thing together by a one cent stamp and send it out through the mails, with the address of the recipient on the outside. Here is the text:

#### THIS WILL TICKLE YOU!

Don't throw this down carelessly because it looks like an advertisement. Read it carefully. There are things that are interesting and funny.

Now listen! Two Irishmen were making great claims for liniments which each had prepared. One claimed that the train had run over his dog and cut its tail off, and that one application of the magic liniment had caused a new tail to grow back. The other man said that his dog had happened to have the same bad luck, and that one application of his balm to the tail absolutely grew back a new dog.

Now we don't sell goods on rash statements.

But the funniest thing about us is that we refund every cent of money for goods under our label or wrapper which has not proved satisfactory.

Isn't that fair? Don't that tickle you if you are our customer?

How funny to be assured that you can be furnished with goods so absolutely pure and safe that a guarantee is placed on every article!

Ours is the place for Talcum Powder. We sell it by the pound, in handsome packages, for 25 cents.

Ours is the place for Toilet Soaps and requisites, Perfumes, etc.

It would tickle you to see our Sundries. Some ladies' Bags and Purses that are handsome at a funny price.

Our prices, as well as the quality of our goods, will tickle you all over.

When people find that they have been dealing with us, and see the results, they nearly die laughing.

As to our prescription supplies and ability, just ask your physician. We are not afraid of his verdict. It tickles us.

For a change, a short poem:

#### THE BEAUTIFUL ROSE.

He stood where the maiden stood beside  
The beautiful, blushing rose,  
And he lovingly bent his head and sighed,  
And he buried his mouth and nose  
Among the petals so sweet, so rare,  
That the fair maid's lips had pressed,  
And a bumble bee that was resting there  
Proceeded to do the rest.

And now, before we close, we desire to extend a hearty, good-natured invitation to all but one to come to see us. Come, whether you buy or not. We like company and we love everybody. We just want you to see how we are fixed up and how courteous and clever we try to be.

We realize that we live not only for ourselves but for God and man.

Remember the pressing invitation to all but one.

And to that one, the blessed old "butter-in" we go to the depths of our hearts and produce a sympathetic WELCOME and assured pleasure in his presence.

Remember where we are and our desire to please.

WHORTON-BARNARD DRUG COMPANY,

STOCKS BUILDING.

Thanks for Your Time and Consideration.

### An Attractive Soda Menu.—

Jones & Collins, proprietors of the "Big Drug Store" in Bismarck, N. D., have recently gotten out a very neat menu for the fountain. A bewildering variety of drinks is listed. There are a dozen or fifteen "frappés" at 10 cents, an even better number of "Sundaes" at 10 cents, ten or twelve "limeades" at 15 cents, some "frozen dainties" at 15 cents, a whole "raft" of lemonades at 10, 15, and 25 cents, and pretty much everything else in the whole category of drinkables. Jones & Collins evidently realize that the money is made in the expensive drinks, and that the druggist is doing a pretty shrewd thing who develops a taste for these concoctions in his customers. One way to do this is to get out just such a menu card as the one under consideration. People will glance it over, and will have an insatiable longing on hot days to try some of the mysterious drinks with such high-sounding names!

### A Suburban Time-table.—

Readers of the BULLETIN know what a resourceful and experienced advertiser Mr. Cooban is, and they will be interested to hear that he considers a suburban time-table the very best single means of advertising at his command. He happens to do business in a good residence district, and he finds that people depend upon his time-tables for train



information as much as they do upon the papers for the daily news. If you can get people to keep one of your advertisements, and refer to it for its intrinsic value, you may be sure that you have issued something that will yield big returns. Mr. Cooban's time-table folds once, and, when folded, is only 1 7/8 by 4 inches in size. The two inside pages are entirely given up to train schedules; the two outside pages are devoted to advertising. Here are the outside pages of the table issued last month:

**THE SODA WATER**  
**HABIT**

The delicious Soda drawn at our Fountain, its purity, richness of flavor, its perfection in palate pleasing qualities are the reasons that so many people in this community are Soda drinkers. We are responsible for the "Soda Water Habit"—the healthful habit. Get it.

**B. S. Cooban & Co.**  
 559 W. 63rd ST.

**5-LB BOX HUYLER'S**  
 Delicious 80 c  
 per lb. Candies

**FREE**

Ask at our Fountain  
 Great scheme. Tell  
 your friends.

**B. S. COOBAN & CO.,**  
 Normal Ave. & 63rd St.

✿ May 5, 1904 ✿

**OUR CHOCOLATE  
 ICE CREAM SODA**

has a velvety smoothness, a delicacy of flavor, a pleasing richness that brings the same people to our Fountain day after day. It

**has a taste they  
 can't forget**

**B. S. COOBAN & CO.**  
 63rd St. & Normal Ave.

**AREND'S CHAMPAGNE  
 KUMYSS and AREND'S  
 DOUBLE KUMYSS**

Always on hand  
 Fresh and Reliable

**B. S. COOBAN & CO.,**  
 559 W. 63rd St., Chicago

Two Telephones:  
 Wentworth 502, Went. 440

**Advertising a Corn Cure.—**

In designing a corn-cure window some time ago for Connell & Co., of Winnipeg, Manitoba, Mr. J. Werner, among other things, used this bit of doggerel:

Mary had a little corn  
 Upon her little toe,  
 And everywhere that Mary went  
 The corn was bound to go.

It went to Connell's store one day,  
 A wet day in the fall;  
 Mary bought a bottle of their cure,  
 Which removed it root and all.

Mary says since the corn is gone  
 She can walk erect and right,  
 And when a ball or dance is on,  
 She can easily dance all night.

Yet many people in the world  
 Suffer day by day.  
 They should adopt dear Mary's plan:  
 It will take their corn away.

**He Has the Right Idea About It!—**

On page 77 of the BULLETIN for February of this year we reprinted the text of a little four-page folder which had been gotten out by Andrew R. Cunningham, of 264 Joseph Campau Avenue, Detroit, Mich. It was "A Talk on Prescriptions," and was very well written. We are now well pleased to see that Mr. Charles J. Fuhrmann, of Washington, D. C., has reprinted the folder in its entirety. Mr. Fuhrmann has done wisely. Whenever a BULLETIN reader sees a specimen advertisement of any kind in this department of the journal which seems appropriate to his needs, let him utilize it. It is exactly for this reason that they are presented in this place. We desire to make the BULLETIN a medium of co-operative exchange between our readers. Let the "give and take" policy obtain! Incidentally it should be said that Mr. Fuhrmann is a very original advertiser, and has conceived a number of clever ideas which have been mentioned in this department of the BULLETIN from time to time. An interesting letter from him is printed on page 337 of this month's BULLETIN.

**Pushing the Cigar Business.—**

C. G. Buchanan, of Wellsburg, W. V., recently hit upon a clean idea in advertising cigars. He sent out a card headed with a burnt match. This was printed in black upon red note paper and mailed in an unsealed envelope, a burnt match being attached by glue and through a slit in the paper.

**A Burnt Match**

Is of just about as much value to you as a gas or oil cigar lighter if your cigar goes out after you leave the store.

We keep a box of good matches upon our counter and you are always invited to help yourself when purchasing a cigar.

Of course we do not expect this small accommodation to win your patronage; we rely upon the merit of our goods to do that; still it goes to prove how much we appreciate your trade and how considerate we are of your every want.

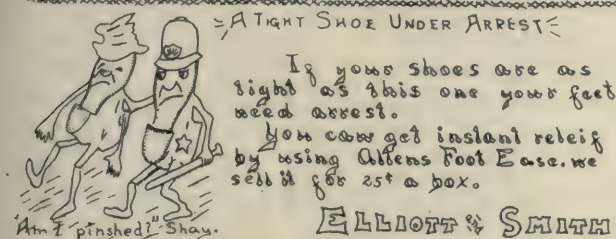
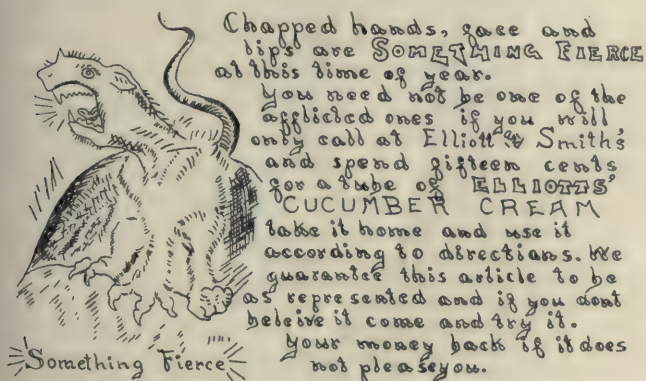
THE CRYSTAL PHARMACY.

Mr. Buchanan says he hesitated some little time before sending this out as he feared it might prove expensive, but finally decided that inasmuch as he had always kept a box of matches on the counter, and as the invitation was going only to gentlemen who would in all probability appreciate the favor and not take advantage of his kindness, the experiment was worth trying, and it proved one of his best advertising plans.



### A Unique Method of Advertising.—

The unique circular shown in the accompanying illustration is sent in to the BULLETIN by Mr. H. R. Elliott, of Douglas, Alaska. Mr. Elliott says: "I am enclosing you a sample of our method of advertising. These circulars are all 8½ by 11 inches in size, and printed in blue ink on pink paper. They are mailed out weekly according to our mailing list. The subject is of course changed every time. I do



this work on an Edison diaphragm mimeograph, and find that this style of advertising yields good results.

"I have been an interested reader of your most excellent magazine, the BULLETIN OF PHARMACY, for the past two years, and take this means of expressing my appreciation of the journal. I should be very sorry to do without it. I consider that portion devoted to "business hints" the best I have ever seen, and were that all the BULLETIN contained the journal would well be worth the subscription price."

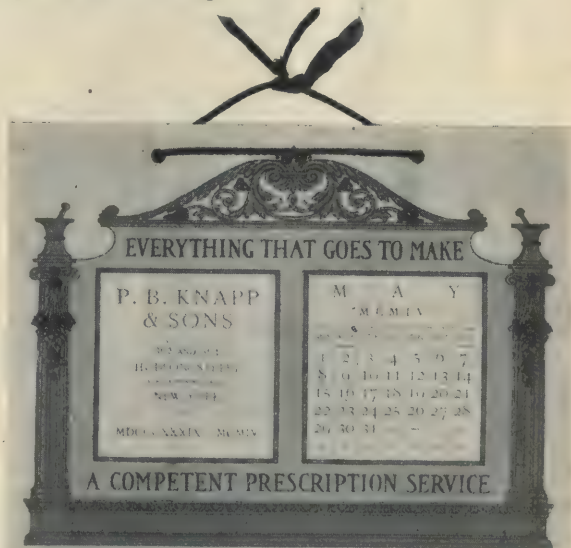
### A Druggist's Opinions About Advertising.—

"The average druggist of to-day is an up-to-date sort of a hustler," remarks C. A. Wakeman in a paper read before the Wisconsin Pharmaceutical Association. "What he needs is a definite plan to use in advertising his business. Experts in the art of publicity tell us that two per cent of our gross sales can be used with profit in advertising. As the average sales of retail druggists will run from five to fifteen thousand dollars per year, from one to

three hundred dollars could be appropriated to advertising his business. Druggists have two sides to their business, and either or both can be advertised with profit. The side that can be pushed with the most profit is the mercantile side of the business. This is best pushed through the columns of the local paper. It has been demonstrated that the newspaper is bought and read by the buying public. A man who does not read a newspaper does not need the wares of the average drug store. All kinds of advertising, however, should be made supplementary to the newspaper work. Postal cards addressed to physicians monthly, calling attention to laboratory products, is good advertising. Circular or mimeograph letters to a select list of customers and prospective customers will do much to give people the impression that you are after their business. People do not usually attend a meeting, social, or banquet without an invitation; then why should they place their patronage where it is not solicited?"

### A Neat Calendar.—

Here is a specimen of a monthly calendar which one of the large retail firms in New York finds to be good advertising:



### An Idea.—

Whenever Mr. Cooban, of Chicago, has a special display in his window, he has two or three cards placed elsewhere throughout the store bearing upon the subject of the display. If, for instance, soap is being shown in the window, some such card as this will be seen in a conspicuous position: "Special Values in Soap This Week."

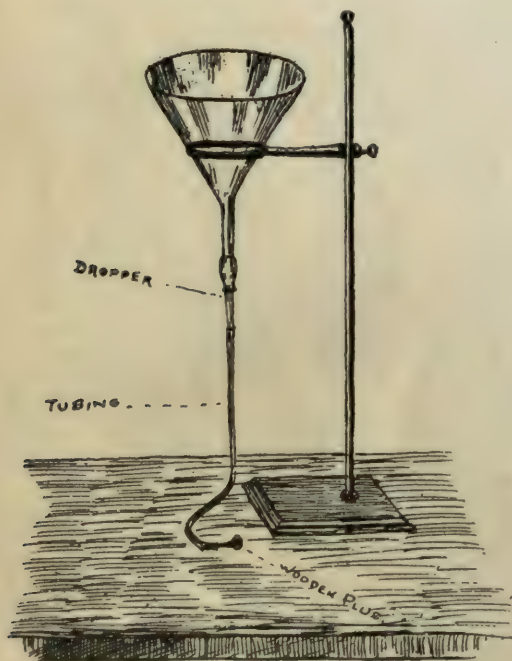


## PRACTICAL PHARMACY.

### A Home-made Bottle Filler.—

R. H. Thomas tells (*American Druggist*) how he made a bottle filler that became very useful: "I started with a glass funnel, an ordinary eye-dropper, and a piece of rubber tubing such as is used on a nursing bottle. After breaking the small glass point off the dropper I attached the tubing over the glass tube, then cut the tip off the bulb and fastened it over the neck of the funnel. A small wooden plug inserted in the end of the rubber completed the apparatus.

"Constructed in this simple fashion the bottle filler is prepared for use, as shown in the accompanying cut. Placing the funnel in a filter rack and filling it with the liquid to be transferred to the bottles, the tubing is grasped near the end between the thumb and forefinger of one hand, the plug removed with



the other, the tube then inserted in the bottle and the pressure released. When the bottle is full, the pressure is again applied either by means of the thumb and forefinger or with a wire pinch-cock, and the operation repeated until all the bottles are filled. This is a cleanly method of filling bottles by which loss is avoided. The device, of course, is not adapted for heavy liquids like castor oil or glycerin, for which a pump apparatus should be used."

### Prescription Advice.—

In a paper devoted especially to the prescription department, A. Schleimer gives, in *Merck's Report*, good advice as follows:

"Don't make any remarks which would convey to the customer that you are aware, upon reading the prescription, of the nature of the sickness; the patient may be sensitive, then again you may be wrong; in either case it is none of your business.

"Don't betray by word, look, or gesture anything you may see in the prescription, such as an overdose, incompatibility, or forgetfulness on the part of the physician to write quantities or directions. The patient knows nothing about the medicine, and realizing that you do, is instinctively watching you to read in your face your opinion of it.

"Don't give the customer the information he frequently asks for in reference to 'what's in that,' even though he may be a personal friend of yours. You have no right to divulge this information to the patient, or to any one else. You can generally evade the question by turning the conversation aside for a moment, but in case the party insists, he should be politely but firmly informed that the information desired can only be obtained from the physician. The same holds good when the customer asks (as he frequently does): What is that for? Inform him that it is impossible to state, as there are few drugs that have not half a dozen uses.

"Don't, when it is necessary to confer with the physician in reference to a prescription, allow the customer to be aware of the fact. Get rid of the patient if possible; if not, send a note to the physician, and allow the patient to believe that the medicine is being compounded in the meantime.

"Don't, if you have recommended a customer to take a bottle of emulsion of cod-liver oil, and he afterward goes to a physician who prescribes emuls. ol. morrhuae, say to him, 'that's what I gave you.'"

### Determining the Alkaloidal Content of Hydrastis.—

The alkaloidal content of hydrastis root is best determined as follows, states A. Panchaud (*Chem. Ztg., Repert.*). Cover 12 Gm. of the finely powdered hydrastis with 120 Gm. of ether in a 200-Cc. flask, and shake frequently for ten minutes. Add to the liquid 10 Cc. of 10-per-cent ammonia, and frequently and vigorously shake for half an hour. Then allow to stand at rest for fifteen minutes, and decant as much as possible of the clear supernatant liquid into a small tared flask, and weigh (10 Gm. of the



solution = 1 Gm. drug). Transfer the liquid to a separatory funnel, shake four times (using 30, 20, 20, and 10 Cc. respectively) with 0.5-per-cent hydrochloric acid, filter off the acid liquid, make it alkaline with ammonia in a separatory funnel, and shake out four times with ether, using 30, 20, 10, and 10 Cc. respectively. Distil off the ether from a weighed flask, and then dry the residue to constant weight at 95°-100° C., and weigh.

#### Improved Formula for Aromatic Elixir.—

Prof. Wilbur L. Scoville read a paper recently at a meeting of the Philadelphia College of Pharmacy in which he said that the following formula of aromatic elixir would produce an elixir corresponding to the official product in character and strength, but improved in vigor and delicacy:

|                                                   |          |
|---------------------------------------------------|----------|
| Tincture of fresh orange peel (50 per cent) ..... | 15 Cc.   |
| Tincture of fresh lemon peel (50 per cent) .....  | 3 Cc.    |
| Oil of coriander.....                             | 0.25 Cc. |
| White wine .....                                  | 125 Cc.  |
| Deodorized alcohol .....                          | 230 Cc.  |
| Syrup .....                                       | 375 Cc.  |
| Distilled water, sufficient to make.              | 1000 Cc. |

Dissolve the tinctures and oil in the alcohol, add the wine and then the syrup. Then add gradually, with agitation, enough distilled water to make 1000 Cc. of mixture. Diffuse 10 grammes of purified talcum through the liquid, and shake it occasionally during four to seven days; then filter, returning the first portions to the filter until it comes through clear.

The cost of this elixir will be but slightly greater than the present official formula. In a number of trials, six oranges of fair size, such as are usually sold for table use, made 100 to 120 Cc. of tincture. Six lemons will average to give 75 to 100 Cc. of tincture. Thus, three average oranges and one lemon will suffice for a gallon of elixir, so far as the fruit is concerned. The wine replaces a part of the alcohol, and the additional cost of this is small, while the advantage is great. And above all, an elixir is obtained which is really redolent of orange, and in which the average person will suspect nothing foreign.

#### Differences Between the Red and the Yellow Mercuric Oxides.—

Schoch (*Chemiker Zeitung*) has found that yellow mercuric oxide is, when washed and dried at ordinary temperature, a crystalline body whose structure differs materially from that of the red oxide.

The yellow oxide occurs in the form of quadratic plates under the microscope with a magnification of 1000 or 1200 diameters. The crystals of yellow oxide grow larger when brought into contact with the precipitant solution or with a solution of sodium or potassium chloride. At the same time the crystals grow reddish-orange, until after some time they become decidedly reddish. When boiled with salt solution the yellow oxide becomes red and shows the prismatic crystals of the red oxide. Heating the yellow oxide dry to 250° C., or higher, gives rise to a change in color to red and to a change in structure to the prismatic form of the red oxide.

#### Quinine Hair Wash.—

Although the doubtful efficacy of quinine as a hair "tonic" has frequently been pointed out, formulas for different ways of using this alkaloid or its salts on the hair are continually being published. A recent formula was found by the *Pharmaceutical Journal* in the *Siefensieder Zeitung*, and it may be said in its favor that even if the quinine which it calls for does no good, it is certainly not present in large enough quantity, unless masked in the cinchona tincture, to do much harm. Here is the formula:

|                                    | Parts. |
|------------------------------------|--------|
| Compound tincture of cinchona..... | 100    |
| Quinine sulphate .....             | 1      |
| Alcohol (96-per-cent) .....        | 500    |
| Rose water .....                   | 500    |
| Glycerin .....                     | 60     |
| Ess-boquet .....                   | 50     |
| Compound tincture of rhubarb.....  | 20     |
| Sodium bicarbonate .....           | 12     |

#### Compound Tincture of Benzoin.—

The digestion of the material for the preparation of compound tincture of benzoin at the temperature of 65° C., as directed by the Pharmacopœia, is a source of much worry to the manipulator, sometimes causing the loss of material, due to the breakage of containers. H. A. B. Dunning (*Druggists Circular*) points out that the process of digestion at a raised temperature may be avoided if the tolu balsam and storax are fused together in a water-bath, at a low temperature, and dissolved in a portion of the alcohol. The alcoholic solution of the balsams, the powdered aloes, and the powdered benzoin are mixed with the remainder of the alcohol, and are allowed to macerate in a suitable container for seven days or more, and then filtered.



## NEW REMEDIES.

### Amyrol.—

This is an isomer of santalol, the extract from the oil of sandalwood from the East Indies. It occurs as a white viscous liquid, with a specific gravity of between 0.980 and 0.982, and a boiling point of 300° C. While santalol does not give any color reaction with chloroform and bromine, nor with a saturated solution of chloral in hydrochloric acid, amyrol, on the contrary, is colored green by the former and violet by the latter.

### Beta-naphthol Eucalyptol.—

This compound occurs in the form of white, silky needles, soluble in the solvents of the two constituents, notably in alcohol and ether. Eucalyptol-beta-naphthol is also soluble in carbon disulphide. In alcoholic solution a maroon color was produced by sodium hypobromite, while with beta-naphthol a yellow color is obtained. A reddish color which does not change into violet is obtained on the addition of nitric acid.

### Citarin.—

Antilithemic. A white crystalline powder of an agreeable, slightly acid taste. It is easily soluble in water but almost insoluble in alcohol and ether. It is given in doses of from 15 to 30 grains, thrice daily, in gout, rheumatism and other troubles referable to the uric acid diathesis.

### Endermol.—

New ointment base, neutral, bland and odorless, that renders the integument soft and pliable. Endermol is said to be more penetrating and more rapidly absorbed than any menstruum for cutaneous medication hitherto known. It is a compound of stearamide with hydrocarbons of the paraffin series. Endermol is being introduced into this country by Schering & Glatz, New York, sole agents for America.

### Isopral.—

Trade name for what is chemically known as trichlorisopropyl alcohol. It appears in beautiful prismatic crystals, which melt at 49° C. and sublime at ordinary temperatures. Isopral is equally soluble in water, alcohol, and ether. It possesses a camphoric odor and a somewhat biting aromatic taste. Aqueous solutions of the substance cause a sharp,

burning sensation of the tongue with a marked blunting of the sensitiveness of the organ. It is used as a hypnotic.

### Iodine-eugenol.—

A compound of iodine and eugenol is obtained by the same procedure as a compound of thymol and iodine (aristol) can be formed (Liotard, *Nouveaux Remèdes*). Eugenol is a phenol like thymol. The combination takes place without the development of heat. This compound of eugenol is a yellowish powder with a faint odor of eugenol, insoluble in water, slightly soluble in alcohol, soluble in ether, in fixed oils and in soda lye. Its melting point was found to be 78° C., and at that temperature it emits the vapors of iodine. It is a more energetic disinfectant than thymol iodide, and is used in infected wounds, lupus, and cancer.

### Methylaspirin.—

Chemically, the methylester of acetyl-salicylic acid. It is crystalline in structure, soluble in water, and melts at 48° C. (118° F.). It is given in rheumatism in doses of 5 to 8 grammes daily.

### Silin.—

Chemically this is hexamethylenetetramine citro-silicate. It is used in the uric acid diathesis, generally in some mineral spring water of alkaline reaction. On account of this fact a Silin Spring water is now being introduced in trade. This contains in each liter 3 grammes Silin, 8 grammes sodium chloride, 2 grammes sodium carbonate, 2 grammes calcium carbonate, 50 centigrammes magnesium sulphate and 4.5 grammes free carbonic acid.

### Styptol.—

Chemically, styptol is a neutral cotarnin phthalate, and therefore closely akin to the already known stypticin (cotarnin hydrochlorate). It is brought forward as a succedaneum of the latter as a remedy in postpartum hemorrhage and similar conditions. The medical journals (German) accredit it with possessing certain advantages over stypticin, chief of which is absence of irritation in the parts to which it is applied. It appears as a yellowish powder, consisting of microscopic crystals, which are easily soluble in water. It contains nearly twice as much of the cotarnin base as does stypticin, or about 73 per cent. It comes into the trade in the shape of sugar-coated tablets, each containing about  $\frac{3}{4}$  grain (5 centigrammes) of the salt.



## BOOKS.

**Physician vs. Bacteriologist.** By Prof. O. Rosenbach, of Berlin, translated by Achilles Rose. 462 pages; \$1.50 net. New York: The Funk & Wagnalls Co.

This is rather a peculiar book. The author believes that modern medicine has gone too far afield in its adoption of bacteriological hypotheses, and that the return path must be trodden before the goal of reason will appear in sight. In the language of the preface, "the author aims to place medicine on a rational basis, whence bacteriological aberrations have been endeavoring to banish it. The book treats on morbid proliferation of specialism in medicine and a one-sided organotherapy. It opposes unjustified and unwarranted claims of the bacteriologist, aiming at tuberculin and the legions of serums."

Whether bacteriology will survive the shock remains to be seen!

### TREATING TUBERCULAR CONVICTS.

An important brochure has recently been issued by the Prison Department of New York State on "The History of the Tuberculosis Work at Clinton Prison, Dannemora, N. Y." The author is Julius B. Ransom, M.D., who has been physician at the prison since 1889, and who during this time has made a reputation in the handling and treatment of tubercular convicts. Dannemora is situated in the Adirondacks, has an altitude of 1500 feet, and enjoys an air so dry and a climate so bracing that it is admirably adapted for persons suffering from the disease. Convicts ill of it in any form are transferred to Clinton prison from all the other institutions in the State, and a tubercular colony of considerable dimensions has thus been established.

Dr. Ransom has been remarkably successful in combating the disease and proves by statistics that the death-rate has been lowered beyond that of any similar institution or private sanitarium in the country. Slow to realize the importance of the situation, however, the State has never been generous enough to provide the equipment that the work demanded, and it has been necessary to labor under difficulties and conditions which were at times discouraging. It was chiefly to bring the case home to the minds of the people, and to stimulate to action the members of the legislature and others in authority, that the brochure was printed; and it is urgently to be hoped

that Dr. Ransom will succeed in his purpose. The present prison hospital is now undergoing enlargement, but the Doctor insists that "ample provision should be made for the isolation and treatment of tubercular cases by the construction of a special hospital in connection with Clinton prison, but not a part of it, and . . . detached from all other buildings."

It is only a question of time when the public will realize the necessity of complying with Dr. Ransom's request; and the near future will doubtless see in Dannemora an institution unique in character and pregnant with usefulness to mankind—for the convict is a man, and it is the ruling idea of modern criminology that he should be treated as such and reformed into a friend of society rather than punished into a revengeful enemy of it.

### THE PERFUMERS' ASSOCIATION.

The tenth annual volume of Proceedings of the Manufacturing Perfumers' Association of the United States has recently been distributed. It is a very neatly printed book, and contains a handsome frontispiece embodying the portraits of Harry S. Woodworth, President; Robert C. Eastman, Treasurer; and James E. Davis, Secretary. In glancing over the Proceedings casually we ran across the report of an interesting discussion regarding the merits respectively of American and foreign perfumes. The Perfumers' Association has always insisted that the native products are in no wise inferior to the imported ones, and at last year's meeting ways and means were considered of educating the public to a realization of this fact. It is desired to have people abandon the time-honored notion that perfumes, toilet articles, etc., must be "made in France" to be really excellent. The meetings of the association are always held in New York, and the next one will be convened some time during February, 1905.

The *Literary Digest* is full of interest every week now during the progress of the presidential campaign. A wealth of cartoons, pictures, editorial comment, etc., etc., are garnered from the newspapers and magazines of the country and presented in each weekly issue. The publishers are the Funk & Wagnalls Co., 44-60 East 23d Street, New York City.



## THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."

### Madame Qui Vive's Formulas.

E. P. McC. writes us that he is unable to obtain Qui Vive's book, and wishes several of her formulas. We understand that the second edition is sold out, but that a third edition is in preparation. We reproduce the desired formulas:

#### RESORCIN HAIR TONIC.

Resorcin .....48 grains.  
Glycerin .....¼ fluidounce.  
Dilute alcohol, sufficient to make 2 fluidounces.

Mix.

This is to make the hair grow, and remove dandruff.

Directions: Part the hair and apply with a toothbrush or medicine dropper, rubbing in well with the finger-tips.

#### RESORCIN HAIR TONIC.

(To remove the unpleasant oily condition, and strengthen the hair.)

Resorcin .....40 grains.  
Water .....½ ounce.  
Alcohol .....1 ounce.  
Witch hazel .....1 ounce.

#### FACE BLEACH.

The nearest thing to a face bleach we can find among the Madame's formulas is the cucumber milk and astringent wash, which contains cucumber juice and benzoin.

#### BLACKHEAD ERADICATOR.

This is what the Madame says on the subject of blackheads: "Procure a correct complexion brush of bristles, dip it in warm water, and then in some melted Castile soap to which a little alcohol has been added. Apply and give the face a regular shampoo, rinsing and rubbing off with almond meal. Wash in warm water, then in cold. Dry and rub in some 'Creme Marquise.'"

#### CUCUMBER MILK.

Oil of sweet almonds.....2 ounces.  
Fresh cucumber juice.....10 ounces.  
Powdered white Castile soap.....¼ ounce.  
Essence of cucumbers.....3 ounces.  
Tincture of benzoin.....38 drops.

Get the juice by slicing the cucumbers unpeeled (any convenient number), and boiling in a little water until reduced to pulp. Strain through muslin or cheese-cloth, using some force. Allow juice to stand a few hours and again strain. The essence is made by mixing equal parts of the juice and alcohol.

Dissolve the soap in the essence, add the juice, then the oil in small portions, shaking well after each addition, and lastly add the benzoin. Shake well for half an hour. Some time may be saved by using a mortar to emulsionize the oil.

This preparation is recommended as a remedy for tan and recent freckles, and as a mild bleach.

### Glycerin Shampoo Paste.

G. W. B. wants a formula for a glycerin shampoo, and sends a sample for examination. The sample is a cocoanut oil soap, and can be reproduced by the following formula:

Potassium hydrate, U. S. P. ....3 drachms.  
Cocoanut oil .....2 fluidounces.  
Water .....sufficient.  
Glycerin .....½ fluidounce.  
Alcohol .....1 fluidounce.

Dissolve the potash in one fluidounce of water, add the oil, and stir well. Add the glycerin and alcohol, and heat on a water-bath until saponification is complete. This will take ten or fifteen minutes, and the soap cools to an opaque jelly. If too thick, add water to bring to the desired consistence. Oil of rose geranium or other perfume may be added after removing from heat.

The above are the proportions we used in an experiment, and they gave us a nice preparation.

As stated before in this department, soap-making requires experience, and your first attempt may be a failure. There should not be any oil globules floating on the surface. If such should occur, your potash is not of proper strength and more should be added, in very small portions, as it is not desirable to have much excess of alkali present.

### Face Bleach.

The C. S. Co. asks: "Can cucumber juice or peroxide of hydrogen be depended upon as a bleaching agent in a summer lotion?"

There are several creams containing the peroxide. We have prepared a cold cream containing it several times for one of our customers, and she speaks very highly of it. Madame Qui Vive seems to have great faith in the cucumber milk as a bleacher. We cannot speak from personal knowledge, however, of the efficacy of either.



*Cleaning Paste; Massage Cream.*

J. E. K. sends a sample of a paste used for cleaning painted and varnished surfaces. He says it does the work to perfection. One tablespoonful of the paste is added to a pint of warm water, and applied with a soft cloth.

The same appears to be a thin, soft soap. It dissolves in water, forming an opaque solution. It is alkaline to test-paper, ill-smelling, and we think contains a small amount of wax.

The following will make a preparation that answers the purpose, although differing somewhat in appearance:

Green soap, U. S. P. .... 1 ounce.  
 White wax ..... ¼ ounce.  
 Salts of tartar ..... 60 grains.  
 Water ..... 1 fluidounce.

Heat all together with stirring until a homogeneous mass results. The wax emulsionizes with the soap, and the jelly mixes with warm water by shaking.

This product cleanses polished surfaces, and the wax in it brightens up the polish.

You can experiment along this line and probably strike something that will answer your purpose better in case this should not happen to.

*MASSAGE CREAM.*

This subject has been discussed in the BULLETIN several times: the casein of milk is used, softened up with glycerin, and about 10 per cent of boric acid added. The cottage cheese will hardly answer the purpose, as it contains the fat of the milk as well as the casein.

*Face Cream.*

S. Brothers desire a formula for a face cream containing tragacanth as the thickening agent. They will find in this department for June a formula for cosmetic jelly which we think is a very nice preparation, and which is quite popular around Chicago. Try it, and if it does not meet your requirements we will try and assist you further.

*Formula Wanted.*

M. E. W.—We are unable to give you a formula for the liniment you mention, and not being familiar with it cannot suggest anything like it.

C. F. S.—See answer given to C. F. S. on page 524 of the BULLETIN for last December.

**QUERIES.**

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

*Fancy Soda Drinks.*

"Fountain."—Here are a half-dozen or so for you:

*GINGER AND GRAPE JUICE FLOATS.*

These are very dainty drinks and good trade-winners where there is a demand for this kind of a drink. First make a soda lemonade, only do not fill the glass full; leave a space of about an inch from the top. Mix your drink and decorate; now pour over the top the ginger ale or desired grape juice, etc., and you have very nice drinks, winners in the summer weather.

*FRUIT CHOCOLATE.*

Make syrup as follows: Strawberry syrup, 10 ounces; vanilla syrup, 10 ounces; raspberry syrup, 8 ounces; chocolate syrup, 4 ounces. In serving, draw two fluidounces of cream, nearly fill the glass with the coarse stream of carbonated water, then top off with the fine stream.

*COL. ROOSEVELT.*

Pare a lemon, cut it in two, add a large tablespoonful of sugar, then thoroughly muddle it; next add an ounce of tom gin, and two ounces of sweet cream, shake it thoroughly, strain into a fizz glass, and fill up with soda. Then take a bitters bottle of creme d'yvette, or abricotine, and make the letters C. R. in the top.

*BOB'S DREAM.*

Prepare a mild silver fizz, strain into a fancy stem glass, carefully pour down the inside of the glass about an ounce of abricotine, then pour down about half an ounce of claret wine. The abricotine will lie on the bottom, while the claret will stay between the foam and the fizz proper, making a very delicious and handsome drink.

*TONIQUE FIZZ.*

Fill glass half full shaved ice, add white of one egg, three spoons powdered sugar, three dashes Angostura bitters, four dashes lime juice, eight dashes phosphate. Shake well, pour into 12-ounce bell-top glass, and fill with Vichy in short dashes to make fizz.

*A GAME WINNER.*

Juice of one lemon, one ounce pure grape juice, one egg, two tablespoonfuls powdered sugar, small quantity shaved ice. Shake well and strain. Add plain soda, fine and coarse stream, to fill glass. Serve straight in 12-ounce lemonade glass and garnish with orange and cherry.

*KOPJE DEFENDER.*

Ginger syrup, 4 drachms; lemon syrup, 4 drachms; lemon juice, 1 drachm; aromatic tincture, 20 drops. Carbonated water, coarse stream, enough to fill two-thirds of a 12-ounce glass. Add a teaspoonful of powdered sugar and stir with a spoon.



*Concerning Percentage Solutions.*

R. C. B.—Percentage solutions are ordinarily meant to indicate solutions by weight, but unfortunately some doctors complicate the situation by having in mind weight to volume solutions. Considering the former only, however, a two-per-cent solution of cocaine should be made in the following manner: Two per cent of 456 grains (the weight of a fluidounce of water), or 9 grains approximately, should be added to 447 grains (*not* 1 fluidounce) of water. The reason why the 9 grains of cocaine must be added to 447 grains of water is because the entire product must weigh only 456 grains—an ounce. If the cocaine were added to a full fluidounce of water there would be a slight excess of fluid, and the solution would not contain fully two per cent of the alkaloid. However, the difference with so weak a solution as a two-per-cent one would really be very slight—so slight that it could be entirely ignored. But when stronger solutions are involved the difference is considerable, and should always be carefully borne in mind. Thus in making a 25-per-cent solution of a salt, you would add 114 grains to 342 grains of water: the result would be an ounce by weight of solution, but very much less than an ounce by measure. If, however, the 114 grains were to be added to a full fluidounce of water, there would be a large excess of fluid, and the strength of the solution would be very much less than 25 per cent. Incidentally let us call your attention to the fact that a very convenient table for the preparation of cocaine solutions was printed on page 101 of the BULLETIN for March, 1903.

*A Petroleum Pomade.*

C. T. H.—Your query is indefinite; we do not know exactly what you have in mind, but if you desire a formula for what is sometimes called a petroleum "pomade," we may suggest that you melt together from six to eight parts of white petroleum (or more according to the season) and one part of ceresine, and while melting color with tincture of gamboge, alkanet, or chlorophyll, according to the color and shade desired. If a rose perfume would be satisfactory, employ the following:

Oil of rose geranium.....½ ounce.  
 Oil of bergamot.....1½ drachms.  
 Oil of neroli.....½ drachm.

As much of this perfume may be used as will be found necessary.

*Preserving Eggs.*

C. H. G.—We do not know of any such preserver as you mentioned. This is the method very generally employed:

One pound of lime should be stirred with a gallon of water, and the eggs, perfectly fresh, immersed therein in barrels or jars. This excludes the air and any germs that might cause mildew or mold, and prevents evaporation, so that the contents of the eggs are not reduced in bulk. It is important to have a considerable excess of lime to replace any that may become carbonated. The vessels containing the eggs should be kept in a cool, well ventilated place. A very successful variation in the process consists in embedding new-laid eggs, warm from the nest, in a thick paste of lime and water. Eggs thus preserved for six months could hardly be distinguished from those newly laid. The contents of eggs evaporate rather rapidly through the shell, and the object of the preserver must be to prevent this evaporation, and at the same time to allow for the expansion and contraction of the natural air-space in the egg due to changes of temperature. The plan of coating the shells with wax or melted paraffin fails in the latter particular. Strong brine fails because the contents of eggs preserved in it become much reduced in bulk.

Eggs for keeping should never be laid on their sides; pack with the small end down.

*Secretaries of Boards of Pharmacy.*

L. N. R.—Here is a list that is believed to be up to date:

Alabama—E. P. Galt, Selma.  
 Arizona—Arthur G. Hulett, Phoenix.  
 Arkansas—J. W. Beidelman, Little Rock.  
 California—John Calvert, San Francisco.  
 Colorado—C. H. Wells, Pueblo.  
 Connecticut—Arthur L. Dickinson, Danbury.  
 Delaware—A. Dougherty, Wilmington.  
 District of Columbia—Henry A. Johnston, Washington.  
 Florida—E. Berger, Tampa.  
 Georgia—G. F. Payne, Atlanta.  
 Illinois—F. C. Dodds, Springfield.  
 Indiana—C. B. Woodworth, Fort Wayne.  
 Iowa—Charles W. Phillips, Des Moines.  
 Kansas—W. E. Sheriff, Leavenworth.  
 Kentucky—J. W. Gayle, Frankfort.  
 Louisiana—F. C. Godbold, New Orleans.  
 Maine—P. L. Lord, Calais.  
 Maryland—D. R. Millard, Baltimore.  
 Massachusetts—C. F. Nixon, Boston.  
 Michigan—J. D. Muir, Grand Rapids.  
 Minnesota—H. G. Webster, Minneapolis.  
 Mississippi—S. L. Caine, Columbus.  
 Missouri—P. L. Hess, Kansas City.  
 Montana—E. A. Heuser, Butte.  
 Nebraska—E. L. Wilson, St. Paul.  
 Nevada—F. J. Steinmetz, Carson City.



New Hampshire—G. F. Underhill, Concord.  
 New Jersey—H. A. Jorden, Bridgeton.  
 New Mexico—A. J. Fischer, Santa Fe.  
 New York, Eastern Branch—Charles S. Erb, 115 West  
 Sixty-eighth street, New York. Middle Branch—Warren L.  
 Bradt, secretary, Albany. Western Branch—George Rei-  
 mann, Buffalo.

North Carolina—F. W. Hancock, Oxford.  
 North Dakota—W. S. Parker, Lisbon.  
 Ohio—W. R. Ogier, Columbus.  
 Oklahoma—F. B. Lillie, Guthrie.  
 Oregon—C. G. Huntley, Oregon City.  
 Pennsylvania—Charles T. George, Harrisburg.  
 Rhode Island—Howard A. Pearce, Providence.  
 South Carolina—F. M. Smith, Charleston.  
 South Dakota—E. C. Bent, Dell Rapids.  
 Tennessee—R. L. Eves, Nashville.  
 Utah—C. H. McCoy, Salt Lake.  
 Vermont—J. G. Bellrose, Burlington.  
 Virginia—T. A. Miller, Richmond.  
 Washington—P. Jensen, Tacoma.  
 West Virginia—A. Walker, Sutton.  
 Wisconsin—A. F. Menges, Madison.  
 Wyoming—Griff. H. Maghee, Rawlins.

### *Remedy for Poison-ivy Poisoning.*

A. B. J.—W. A. Hendley, of Farmington, Ky., told the BULLETIN a year or two ago that he had accidentally discovered the following formula to be excellent in the treatment of poisoning from poison-ivy.

Potassium permanganate .....15 grains.  
 Water ..... 1 ounce.

Make a solution and apply locally three or four times daily.

Mr. Hendley said that he had used this simple solution for ten or twelve years, and had rarely, if ever, had a failure with it. It corrects the trouble almost immediately. He said he had given the formula to fifteen or twenty physicians, and to as many druggists, and had never had an unfavorable report.

The question of a shampoo formula is considered this month in the adjoining department of "The Druggist's Specialties," and other formulas have been given in the BULLETIN from time to time.

### *Regarding Thermometers.*

Dr. W. B.—We do not know that the diameter of the bore of a thermometer has very much to do with its exactness in measuring temperature, save that a capillary tube must of course be used. The diameter must therefore not pass beyond a certain dimension. Mercury is the substance most generally used in thermometers, and it is employed on account of its regularity of expansion within certain

limits, and because it is easy to have the scale of great extent, from the large interval between the freezing and boiling points of the metal. Other substances are sometimes used: alcohol is employed for estimating very low temperatures, because this liquid has not been frozen even at the lowest degree of cold which has been artificially produced. Air thermometers are also used to a limited extent.

### *A Pill Prescription.*

G. B. P. submits the following pill prescription for criticism:

Extract of ergot.....1 scruple.  
 Powdered aloes .....1 scruple.  
 Powdered asafetida .....1 scruple.  
 Oil of savine......24 minims.

Mix and divide into 24 pills.

G. B. P. says he has had considerable difficulty in making a satisfactory mass. He has been able to do it with solution of potassa, but considers the use of this substance not permissible.

We think it would only be necessary to add to the mixture as an excipient:

Calcined magnesia .....1 scruple.  
 Powdered tragacanth .....5 grains.  
 Glucose .....q. s.

### *Registration on Diploma.*

L. N. R.—The following are the names of States in which the boards of pharmacy are permitted to grant certificates of registration to graduates of colleges of pharmacy: Alabama, Colorado, Delaware, Florida, Idaho, Iowa, Missouri, Montana, North Dakota, South Dakota, Vermont, and Indian Territory. For specific information you should address the secretary of the board of pharmacy in the State you wish to become registered in. A list of the board secretaries of the country will be found elsewhere in this department.

### *Percentage Solutions Again.*

"A Prescriber."—The question of percentage solutions is discussed elsewhere in this department. Referring to Mr. Singer's article published in the BULLETIN for March, 1903, you would be following out his method if you were to take the 46.5 grains of cocaine hydrochlorate which he directs and make an ounce of solution therefrom with the use of water.

In making a 10-per-cent glycerite of iodoform you would weigh the glycerin, and thus quite ignore the



question of specific gravity entirely. See the other note on the subject elsewhere this month.

A saturated solution is simply one which contains all of the medicament which liquid will hold in solution at the ordinary temperature, usually considered to be 15° C.

#### *Essence of Gin.*

F. J. K.—We can find no such formula as you suggest, but here is one for a so-called "Essence of Gin:"

|                     |            |
|---------------------|------------|
| Oil of juniper..... | 1 ounce.   |
| Oil of nutmeg.....  | 1 drachm.  |
| Oil of caraway..... | 6 minims.  |
| Fusel oil .....     | 10 minims. |
| Alcohol .....       | 16 ounces. |

This product is used for making an artificial gin by adding it to sweetened mixtures of alcohol and water.

#### *Chocolate Ice Cream.*

P. S. C.—Sweet cream, 2 quarts; sweet milk, 3 quarts; powdered chocolate, 1 pound; table salt, 1 teaspoonful; eggs, whipped, 4; extract vanilla, 1 ounce; sugar (or starch), 5 pounds. Dissolve the powdered chocolate in one pint hot milk, and when a smooth paste add to balance of ingredients, and let stand in freezer well iced (no salt) until ice cold, then salt ice and freeze. N. B.—Three ounces French gelatin may be substituted for the eggs.

#### *Cream Syrup for the Fountain.*

E. W. V.—

|                        |           |
|------------------------|-----------|
| Cream, fresh .....     | 1 pint.   |
| Bicarbonate soda ..... | 1 drachm. |
| Sugar .....            | 1 pound.  |

Mix by agitation.

#### *Short Answers.*

A. F. D.—It is our impression that a graduate from a reputable college would be registered without examination in Colorado. You can find out what would be done in New Mexico by addressing the Secretary of the Board of Pharmacy—Mr. W. C. Porterfield, of Silver City.

P. H.—There is no hair tonic which will do what you desire to have accomplished. A number of good formulas for the ordinary styles of tonic, however, were contributed by Mr. H. C. Bradford to page 277 of the BULLETIN for last month.

L. S.—Photographs of window displays intended for submission to the BULLETIN must be not less than 5 by 7 inches in size, and must be clear and distinct in character.

W. G.—Why not thoroughly rinse the barrels with a solution of sulphate of lime—a solution containing ¼ ounce to a gallon of water.

R. A. L.—An excellent formula for condition powders was printed only two or three months ago—on page 215 of the BULLETIN for May.



A CONVENTION GROUP.—This photograph was taken at the recent meeting in Rockford of the Illinois Pharmaceutical Association, and represents the traveling salesmen in attendance. Altogether nearly 400 persons were present at the convention. The photograph is reproduced through the kindness of Mr. Henry F. Schaper, of whom copies may be secured at 25 cents each.



# BULLETIN OF PHARMACY

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## EDITORIAL.

### IS IT POSSIBLE—IS IT POSSIBLE?

For years pharmaceutical editors, teachers, and others have been pointing out the poisonous character of wood or methyl alcohol, and insisting that pharmaceutical preparations, even those intended for external use, should never be made from this solvent. Case after case has been reported where blindness resulted from the ingestion of methylated Jamaica ginger and other substances. The Baltimore suits, wherein a prominent jobber was sued for heavy damages because some of his preparations were alleged to have caused the loss of eyesight, have been dwelt upon again and again. And within the last year pages have been written relative to the action of the Eastern branch of the New York Board of Pharmacy in prosecuting

druggists who were found selling tincture of arnica, spirit of camphor, tincture of iodine, and tincture of ginger made from wood alcohol.

It does not seem possible that in the light of all this publicity a pharmacist could be found who still made either external or internal preparations from methyl alcohol in ignorance of the criminal and dangerous nature of the performance. And yet it was painfully apparent at the last month's annual meeting of the Michigan Pharmaceutical Association that many druggists are still using the substance, not through a wilful desire to cheapen and deceive, regardless of the effect upon the public health, but from a lack of knowledge concerning the toxic nature of the solvent.

Professor Schlotterbeck, chairman of the Committee on Adulteration, reported that six specimens each of spirit of camphor, tincture of arnica, and tincture of iodine had been collected from drug stores throughout the State, and that two specimens of each group had been found manufactured with methyl alcohol. Think of it! Thirty-three and one-third per cent of the druggists involved found guilty on this indictment! But it soon became evident from the discussion that several men at the convention were habitually using the stuff and were surprised that the practice should give rise to any indignation!

Dr. Prescott was thereupon called upon to discuss the toxic nature of methyl alcohol. He pointed out that in physiological effect ethyl and methyl alcohols were entirely different, and that the latter was decidedly unsuitable for use in even external preparations, such as liniments and the like. Considerable absorption takes place and the peculiar effect of the substance upon the optic nerve had often resulted quite as definitely as from the ingestion of the alcohol internally. Methyl alcohol, indeed, is more toxic than any other alcohol in the paraffin series—more toxic even than amyl alcohol, which is the main ingredient in the poisonous fusel oil. Nor is this toxicity due to the presence of



impurities. Blindness and the other effects produced by the substance have resulted from pure products; and it is Dr. Prescott's opinion, expressed on previous occasions, that the toxicity is due, not to the alcohol as such, but to the formaldehyde which results when the alcohol is oxidized in the body.

Without going further into a discussion of the poisonous nature of wood or methyl alcohol, it is abundantly evident from the reported cases of the last few years that the substance ought never to be used in preparations intended either for internal or external use, and that the pharmacist who does use it is unconsciously performing a criminal act if he is ignorant of the circumstances, or consciously performing a contemptible one if, knowing the facts, he wilfully endangers the public health in order to bring a few additional pennies into his till.

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#### THE ADULTERATION QUESTION.

In the preceding editorial we have discussed the disclosures made regarding wood alcohol in the report of the Committee on Adulteration of the Michigan Pharmaceutical Association, read by Professor Schlotterbeck at the Grand Rapids meeting last month. We may now pass on to mention other features of the report not less significant and important.

A number of articles were collected from the drug stores of the State during the year and submitted to examination—articles for the most part which the druggist buys of his jobber or other dealers. It was found that in some instances cubeb berries had been robbed of their oleoresin either in part or in whole, and sent virtue-less into the market. Golden seal, higher in price than during former years, had been reported to be often exhausted of its hydrastin; and this charge was proved true in a few instances, though not in many. Nine out of twenty-six samples of balsam copaiba were rejected because largely composed of gurjun balsam. The one specimen of sodium bromide examined contained five per cent of sodium bromate.

Thirty specimens of powdered elm bark were found to vary greatly in their content of mucilage—the agent which gives the substance its chief value; and the report was thus confirmed that the powder is often exhausted of its mucilage before placed upon the market. Ten grains of it, digested

in the cold with one fluidounce of water, will, if the powder be of suitable character, make a thick mucilage that can scarcely be poured out of its container; and very few of the thirty specimens met this test satisfactorily. In a few instances no mucilaginous mixture resulted at all: there was not enough mucilage present even to suspend the fibres, and the latter settled to the bottom of a fluid only slightly more viscid than the water itself. Incidentally it may here be remarked that the test is a simple and effective one which any druggist may apply when buying powdered elm bark; and he should not hesitate to reject the article if it fails to meet the requirements.

Now what is the significance of these findings reported by Professor Schlotterbeck? Simply this: the pharmacist rests under an obligation here which he does not often enough discharge with credit to himself and his calling. It is no excuse for him that he *means* to buy goods of the proper character and that he has been deceived. The grocer may put forth this defense, but not the druggist. The druggist is a trained man. The State first demands that he prove himself competent to practice his profession before it permits him to do so, and then it holds him responsible, among other things, for the character of the goods which he dispenses. If he makes them he must see that they are of proper quality and that they do not deteriorate from faulty preservation. If he buys them, he must satisfy himself that they are as represented, and he must answer to the courts and to public opinion if they are not.

This has always been the theory of the situation, but the theory is being more and more put into practice by the courts, by boards of pharmacy, boards of health, and other public agencies. The pure-drug crusades of Greater New York, Boston, Washington, New Orleans and other cities are of such recent occurrence that they have not been forgotten, and they point to the conclusion that the pharmacist of the future must meet the obligation which rests upon him or suffer the consequences.

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#### "JUST AS GOOD."

One of the most ardent and interesting discussions at last month's meeting of the Michigan Pharmaceutical Association arose over the familiar and historic subject of substitution. J. Major Lemen read a paper in which he brought forth the follow-



ing rather clever story illustrating *his* particular view of the question:

There is a story told of a baby that was lost. Its likeness was posted throughout the country and a large reward offered for its return by the father. Finally a woman brought a baby that answered the description to all outward appearance, and the agent for the father accepted the child. It was turned over to him as his own, and he took it home. The next day he rushed back to the agent with it, shouting: "This is not my baby. This isn't the baby I want." "What if it isn't?" was the reply. "It is just as good. Take it home and use it. If it doesn't satisfy you in a few years, bring it back. We can guarantee it as good as your brand, for the formula is exactly the same." But he still refused to accept the substitute baby, even after it had been compared with the photograph, and the features and size found identical. When asked why that baby wouldn't do, he answered, "It's a boy; our baby was a girl."

But the Michigan association evidently thought there was a mighty sight of difference between babies and patent medicines, and that while the formula might produce very different results in the one case, it would come out about even in the other. At any rate, Mr. Lemen had no sooner taken his seat than the fun began. During the reading of his paper Mr. Burke, the secretary of the association, and Mr. Kirchgessner, the local secretary, had been busy sharpening their pencils and arranging their plan of attack, and they lost no time when the hostilities opened.

Mr. Lemen had insisted that the druggist should hand out the article called for without comment. So far there was no disagreement with him. But he went further and intimated that it was better to sell the advertised patent anyway, and not try to push your own; that people always thought better of an article which was put up outside of their own town and which had a universal sale; that they did not repose sufficient confidence in the skill of the pharmacist to warrant his manufacturing a line of specialties; and that his sales on them did not justify his efforts.

How the hornet's nest did buzz! Mr. Burke declared vehemently that it was certainly the province of the pharmacist to put up a line of simple home remedies, and that his training eminently qualified him for the task. Mr. Parker asserted that the men who were working out their destiny most successfully in the retail drug business were the men who pushed their own specialties to the front and entered into open and honest competition with advertised patents. Mr. Kirchgess-

ner gave it as his experience that people have more confidence in the druggist's goods than in the patent medicine proprietors', and that he had no difficulty in working up a handsome and profitable trade on his articles. And so it went, man after man taking the same point of view.

Doctor Prescott listened to the whole discussion with great interest. Finally he capped the climax. In that quiet, deliberate and penetrating manner which is so characteristic, he said: "Instead of urging your own remedies upon the customer as 'just as good,' I should think a better motto would be 'NOT SO BAD.'"

This brought down the house. The discussion closed.

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### SIGNIFICANT.

It appears from the last annual report of the Ohio Board of Pharmacy that only 126 of the 343 candidates who presented themselves during the year for registration as pharmacists succeeded in passing the examination; while 78 of these 126 were graduates from "recognized colleges of pharmacy." Assuming that the 78 represented practically all of the candidates from the "recognized colleges" who appeared for examination—assuming that, in other words, nearly all the graduates from good colleges passed the examination—it follows that a very small percentage of the non-college men (48 out of 265) were successful. Of these doubtless a number had taken previous examinations. The point is: Doesn't this indicate that compulsory graduation will prove very little of an additional hardship after all? It seems to be pretty difficult sledding already for the fellow who hasn't graduated from a "recognized college!"

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## THE OBSERVER'S COLUMN.

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The Observer had boarded a street car for down town and was glancing over the morning paper. The car was nearly empty, but in the seat ahead of the Observer sat two men whose conversation almost immediately attracted his attention.

"I had a strange experience out in a Wisconsin town some years ago," one of the men was saying. "I was then in the retail drug business. Cut rates were a comparatively new thing and everybody was so fascinated with the idea that prices were some-



times slashed unmercifully. It was a condition of every man for himself and the devil take the hindmost.

"Well, I thought one day I would make a drive on a popular brand of talcum powder. I had bought a large lot of it at a close price. So I filled the window with the stuff, hung up large placards on the outside of the store advertising it at the 'cost price' of 12 cents per box, and had a display advertisement in the newspaper making the same announcement. I prepared myself for a big day's sales, and I thought how nicely I should have all my competitors 'on the run.'

"But there was a general merchant right across the street from me who 'went me one better.' He at once pulled the display material out of his window, filled it with the same brand of talcum powder I was exploiting, and advertised the stuff at 10 cents a box! For a while I did not know what to do. The wind was completely out of my sails. But I soon recovered and decided if possible to play a little game on my bold friend, the enemy. Ten cents was really less than I could buy the powder for then in large lots, and it occurred to me that if I could get it from him at that price I would benefit myself at his expense.

"So I sent a boy around for a dozen boxes. But he was refused and told that no more than two boxes would be sold to any one person. I at once arranged to have a number of boys and girls go in after two boxes each, walk down the street with them to avoid arousing any suspicion in the merchant's mind, and deliver the goods at my store by the back way. I kept this up all day long, and when any of my friends came in the store I had them serve me also in the same way.

"It was great fun, I tell you! By night the fellow was entirely sold out of his talcum powder, and most of it was in my store—bought for less than I could buy it of the manufacturers direct. The joke was too good to keep, and I could not resist letting my aggressive friend know how nicely he had been fooled, and how his little game had been nipped in the bud. He was pretty sore over it, I tell you!"

The other man laughed heartily at the story and soon afterwards the two men left the car. The Observer thought the incident might prove interesting to his BULLETIN friends, but he hopes no one will be moved with the Satanic impulse of trying the same game upon one of his competitors or upon a department store!

## THE MONTH.

### THE ONE GREAT ISSUE.

Week after week, as the St. Louis convention approaches, it becomes increasingly apparent that the one great issue will resolve itself into the question: "To be or not to be—the direct-contract and serial-numbering plan?" "N. A. R. D. Notes" is constantly talking about the plan. The N. A. R. D. organizers are shouting for it. It is in the air. The feeling seems to be general that the "Washington promise proprietors" have not fulfilled expectations, and that they have forfeited the right to hold the direct-contract movement any longer in abeyance. It may be depended upon that the question will be fought to a finish at St. Louis. Meanwhile a recent issue of the "Notes" makes it apparent that the Chicago office has simplified the plan. It is proposed to have the proprietor sell his preparations through the jobber to retailers at the long price of \$12 per dozen for dollar articles; to have each package provided with a coupon rebate check; to have the retailer immediately detach this check in each instance, sign it, send it to the jobber as part payment for the goods, and have the jobber in turn forward it to the proprietor. The serial numbering feature will be retained; the \$48-a-bottle penalty will still be involved; and the great trouble will be avoided of having each proprietor first secure the signature of all the retailers of the country before putting the plan into effect. Dr. Pierce is in favor of this modified plan, with the important qualification that he wants a minimum retail price fixed at 84 cents. His proposition does not apparently meet the favor of retailers generally, judged by contributions to the "Notes," and this will probably form another nut to be cracked at St. Louis. There are those who believe that it will be impossible to get full prices for proprietary articles at the outset in our large cities, but they are in the minority and will probably be out-voted.

\* \* \*

Meanwhile the N. A. R. D. is continuing the fundamental and necessary work of local organization. During the first three weeks in August, 14 new and live bodies were added to the "association chain," chiefly in Illinois, Missouri, Minnesota, and South Dakota. In most instances the price mark "Pharmacist" was adopted for prescriptions,



and a schedule was inaugurated covering not only proprietaries, but counter goods as well. In nearly every case full prices was the rule. Another piece of important work recently undertaken by the N. A. R. D. has been that of putting "in the field" a physician-pharmacist whose duty it has been to call upon physicians and endeavor to dissuade them from the practice of dispensing. So far he has apparently been operating in Indiana only; and from the "Notes" it would seem that he has been quite successful. The controversy with the Liquid Ozone Co. has been settled with entire satisfaction, and a recent letter of explanation contributed by the company to the "Notes" indicates that the whole affair was really based on a misunderstanding. The "Notes" has had considerable to say recently along the line of securing special benefits to paying members of the N. A. R. D., and it seems quite clear that this question will also form one of the issues at St. Louis. If some plan can be devised whereby druggists will be made to realize that they must either "get into the bandwagon" or lose money, the membership of the N. A. R. D. will soon include about every pharmacist in the country.

\* \* \*

#### TWO ANTI-CONSPIRACY SUITS.

The "Washington promise" proprietors have for several weeks been endeavoring through Mr. Sheldon to bring about peace and harmony in Baltimore. Several complications have arisen. First one cutter brought suit against several of the jobbers, and this was no sooner fixed up satisfactorily than another cutter proceeded to flourish the same weapon. The latter suit is still in a dynamic condition. The defendants are Muth Bros. & Co., Gilbert Bros. & Co., the Ferrall-Kellam Drug Co., the Calvert Drug Co., the Henry B. Gilpin Co., Sharp & Dohme, and Parke, Davis & Co. Damages of \$25,000 are asked. Leon B. Robinson is the complainant. Nobody seems to be worrying very much over the situation, and Mr. Sheldon has left town, apparently feeling that satisfactory price conditions have been brought about in the city. A banquet was tendered him upon his departure by the druggists' association, and he was presented with a handsome gold watch fob. Meanwhile a damage suit has likewise been brought in Philadelphia—this time by G. A. Loder, who calls himself "Diablo, King of the Cutters." He modestly asks for \$100,000 damages, and brings his suit in the United

States Circuit Court under the Sherman Anti-Trust Law. Evidently Mr. Loder has found it difficult to get goods! Inasmuch as all of the legal questions in dispute have practically been settled in several other cases, no one seems to be concerned over the outcome.

\* \* \*

#### AN ENGLISH CONTROVERSY.

The chief feature of the annual meeting of the British Pharmaceutical Conference, held last month in the famous city of Sheffield, was a somewhat acrimonious discussion over the Formulary which has for years been issued by the Conference, and which is practically identical with the National Formulary published by the A. Ph. A. It seems that the Pharmaceutical Society, which is the body in Great Britain charged with the duty of examining candidates, and which also conducts the largest pharmaceutical school in the country, has conceived the idea of publishing a "Compendium." This would practically duplicate the Formulary, and inasmuch as the thunder of the Conference would therefore be stolen, someone proposed as a concession that all rights to the Formulary be sold to the Society for 70 guineas. A good many members of the Conference felt that the Society was somewhat exceeding its functions in entering into a business enterprise of this kind; others thought the Society was showing very little consideration for the Conference; and matters weren't helped very much when one or two ardent speakers in the debate replied to these suggestions that the Society meant to publish the Compendium anyway, and that the Conference might better accept 70 guineas than nothing! The offer was finally accepted, and the Formulary will pass out of existence, not without the sincere regrets of a great many chemists. Fifteen scientific papers were read before the Conference, and W. A. H. Naylor, for many years secretary, was elected president.

\* \* \*

#### THE LIQUOR QUESTION.

One of the significant developments of the association season in pharmacy has been the decision of the Connecticut and Michigan pharmacists to undertake the passage of a law giving the board of pharmacy of each State jurisdiction over the issuance of liquor licenses to pharmacists. As everybody knows, this plan has been operated with considerable success in Massachusetts for a great many



years. In that State the Board of Pharmacy has the power to suspend or revoke the pharmacist's certificate of any druggist found guilty in a responsible court of law of the violation of the liquor act. As a matter of fact, it has never been necessary to suspend very many certificates, for the power vested in the board has acted powerfully as a deterrent. It is understood that Mr. C. F. Nixon, present secretary of the Massachusetts Board, will contribute a paper on the law to the Section on Education and Legislation of the A. Ph. A. at Kansas City. His article may be looked forward to with considerable interest. In many States the liquor evil is a grave one in pharmacy. A few black sheep in the flock make their drug stores a cloak for what amounts practically to a general saloon business, and the whole calling is dragged more or less into disrepute. Bills inimical to the welfare of the druggist are brought forward by saloon and other interests as a result, and unless the better element of pharmacists can show that they are anxious to correct the situation themselves, they are often in danger of being handled pretty severely by the legislature. Druggists might better undertake liquor legislation than have their enemies do it!

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#### PATENTS GO UP IN CANADA.

Two hundred and fifty proprietary preparations have been increased in price in Canada, and the druggists are much concerned over the situation. What is known as the "Anti-dumping Clause" of the Fielding tariff law went into effect the first of August. The object of this clause was to protect the Canadian market against those foreign manufacturers who at times send their goods and wares into the country at low figures to the ruination of domestic producers. Patent medicines are affected, but it is argued by the *Montreal Pharmaceutical Journal* that the Clause should leave them out of consideration for the reasons that since they are trade-marked preparations, they cannot be duplicated in Canada, and do not therefore interfere with domestic production. Previously it was the practice of proprietors in the United States to give Canadian jobbers a rebate equivalent to the tariff, thus enabling them to sell the goods at the figures which obtain in the United States; and it is this practice which has subjected the goods to the operations of the "Anti-dumping Clause." The goods must now be sold the jobbers at full prices, and

the tariff borne by them also. They have passed along the increase in price to the retailers, and the retailers fear that they may not be able to recoup themselves.

\* \* \*

#### ANOTHER COCAINE OUTBREAK.

A few weeks ago we were told that the illegitimate sale of cocaine had been pretty generally stopped in Chicago and Illinois through the operations of the Board of Pharmacy. More recently, however, a new crusade has been undertaken—this time by the "Hull House," the well-known social settlement in Chicago. Apparently the pressure exerted by the Board of Pharmacy has been removed for the time being, and the few notorious cocaine-selling druggists of the city have resorted to their old tricks. One man, fined two or three times in the spring, was brought into court again and given the extreme penalty of the law—a penalty which the judge regretted could not be made to exceed \$100. This fellow had actually been making cocaine fiends of boys, and had literally made himself a modern Fagin! The boys themselves gave evidence against the dealer (we hesitate to use the term "druggist!"), and made his conviction certain. Meanwhile the State Board is securing evidence against other violators, and things are getting increasingly warm for that small minority of druggists who insist upon bringing their calling into the dust.

\* \* \*

#### DEATH OF WM. WEIGHTMAN.

In many respects one of the most remarkable men in the drug trade passed away last month in the death of William Weightman, the well-known leader of the manufacturing chemical house of Powers & Weightman of Philadelphia. Much has been said about the wonderful record of Russell Sage in remaining a power in the financial and industrial world at the age of 88, but Mr. Weightman, dying at the age of 91, and continuing his activity up to within a few weeks of the end, presented a far more surprising example of lasting vigor. He was estimated to be worth from \$35,000,000 to \$50,000,000, was declared to be the richest man in Philadelphia, and one of the few largest holders of real estate in the country. Reporting at considerable length on his death the *Philadelphia Press* has this to say:

Thus, on the eve of his 91st birthday was ended the wonderful history of the man who, while Philadelphia's richest



citizen, was a worker who never knew a vacation, a man who was never ill, a chemist to whom necessity was not the mother of invention, a philanthropist who succeeded in completely concealing himself as such, who lived an active life extending over three generations of ordinary time, but who, above all, conducted a great business for nearly seventy years, in which time sons succeeded fathers in his employ and some of the sons themselves grew old enough to be pensioned by him, while the master hand itself remained constantly on duty.

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#### IS DR. ALPERS AN EXPANSIONIST?

Considerable interest has been manifested in the action of Dr. W. C. Alpers in grafting commercial features onto his well-known pharmacy in New York. Dr. Alpers has always conducted a professional pharmacy of the highest sort, and has made a name for himself in this particular. His location was on 31st Street near Broadway; he has now procured a Broadway frontage by renting an adjoining store, and in this portion of his establishment will have a soda fountain, a cigar case, a large stock of proprietary remedies, and other goods characteristic of a modern pharmacy. Asked what the change means, he replies that his original business will remain exactly as it was before, and will continue to be characterized by a quiet and professional atmosphere. Commercial features will be restricted to the Broadway addition, and will practically form a business apart. The Doctor has apparently been inoculated with the present-day spirit of expansion.

\* \* \*

#### NEW YORK CLERKS IN A HURRY.

The prerequisite law in New York State will go into effect January 1. Meanwhile the unregistered clerks of the State are scrambling over one another in their haste to get registered beforehand if possible. The Board of Pharmacy is besieged with applications, and it has been found necessary to arrange for several examinations between now and the first of the year, the last of which will be given December 31. After that date no one need apply unless he has a diploma under his arm. Quiz compends ought to have a very large sale in New York State during the next few months! In the meantime it looks as though a considerable number of future students would endeavor to defeat another feature of the prerequisite law by matriculating at the various colleges of pharmacy this fall, and thus avoid the necessity of complying with the entrance requirements which

the law exacts—that is, 12 regents' counts. Their plan is to matriculate this year, and then not begin their work perhaps for a year or two yet. Whether the colleges will "stand" for this sort of thing or not remains to be seen.

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#### SWINDLERS.

Frequent reports in the drug journals and elsewhere indicate that swindlers find the druggist an "easy mark." Our old friend, the check swindler, has recently been "working" a number of Chicago druggists. He presents a prescription signed by an M. D. and calling for some simple compound. Of course he lives on Swell Avenue near 77th Street, and is in a frightful hurry, his wife suffering intensely from appendicitis. He offers a \$26.00 check in payment, signed by a large manufacturing concern and indorsed by himself. The check is worthless, as the druggist discovers in time if he accepts it and gives the desired change. In Greater New York a different game has been worked. A man goes into a store where there is only one salesman out in front, pretends to be a physician himself, hurriedly writes a prescription, asks that it be dispensed immediately, and then, when the dispenser disappears behind the prescription case, helps himself to a few things in sight and vanishes out of the door and down the street. It would seem that druggists have a sublime confidence in human nature which indicates an innocent and unsophisticated mind—else why is it that swindlers pick them out?

\* \* \*

#### THE DIRECT- CONTRACT PLAN IN CANADA.

While the N. A. R. D. is hoping to force the direct-contract plan upon the proprietors at the coming St. Louis convention, the jobbers and retailers of Canada have all united upon the universal adoption of the method. For a number of years now the plan has been operated in the Dominion with great success by two or three proprietors, and the time is apparently ripe when it may be extended to all others. Contract agreements have therefore been mailed to every retail druggist of the country, and, quoting the *Canadian Druggist*, "the general opinion is expressed that an era of prosperity will be created for the retail drug trade that it has not enjoyed for the last number of years, and that the plan will be the means by which many needed reforms in the drug business will be secured." It is exceedingly gratifying that the retailers and



jobbers are standing together on this issue. It augurs well for the future. There is some doubt, however, whether the proprietors will all likewise fall into line.

\* \* \*

#### MORE PROSECUTIONS.

The Pennsylvania Board of Pharmacy created quite a sensation a year or two ago when it undertook to see that the various provisions of the pharmacy law were lived up to by the druggists of the State. It now proposes to enter the arena again. It seems that a number of pharmacists in Philadelphia have failed to keep full registered men in charge during their absence. In some instances the law has in this respect been honored in the breach more often than in the observance, and the board proposes to correct the abuse. The sword is understood to be hanging over the heads of a considerable number of Philadelphia druggists. The cord will be cut ere long.

\* \* \*

#### AN N. A. R. D. SENSATION.

Just as we go to press a despatch is being printed in the newspapers reporting that Judge Dunne, of the Circuit Court in Chicago, has rendered a sensational decision declaring the N. A. R. D. guilty of contempt. It will be remembered that one Isaac Platt, a wholesale and retail cutter, secured an injunction a year or so ago restraining the N. A. R. D. and the Chicago jobbers from interfering with him in the securing of supplies. Judge Dunne now finds, according to the newspaper account, that this injunction was ignored, and he has therefore fined the N. A. R. D. \$2000 for contempt, Mr. Wooten \$500 on the same charge, and continued until the fall term of court the cases against the five wholesale druggists involved. Just what the importance of this decision is will appear later on.

\* \* \*

#### CLERKS WITH ITCHING PALMS.

An interesting decision has recently been handed down by the Superior Court in Chicago. A druggist brought suit against his clerk because the latter had developed an alarming tendency to help himself to candy, cigars, soda water, and other delicacies about the store. The lower court rendered a decision not entirely satisfactory to the complain-

ant, and he appealed the case. The Superior Court agreed entirely with the contention of the druggist. It said:

An employee owes to an employer the duty of honest and faithful conduct. There is no question of custom in this case. There could be none. He was hired as a drug clerk at a certain fixed compensation, and when he took and appropriated the goods of the complainant, whether cigars, candy or merchandise, he violated the duty and trust reposed in him as a drug clerk and forfeited all right to compensation. To hold otherwise would be to place the merchant at the mercy of his employees.

The case is interesting from the fact that quite a number of clerks of all kinds, not alone drug clerks, manifest a dislike to paying for the things which they get in the stores where they are employed.

\* \* \*

The Society of Chemical Industry, a British organization with a large chapter or section in New York City, will this year hold its annual meeting in New York during the three days beginning September 8. This is the week of the A. Ph. A. meeting at Kansas City, and many of our scientific brethren are regretting that the two meetings are coincident. Following the meeting in New York, the society will make a tour of the country, stopping in all the large cities and investigating great industrial plants.

\* \* \*

The "yellow card" controversy has been settled in Pittsburg. It will be remembered that the jobbers feared the adoption of the card would entangle them in legal complications, but the question has been saved by making them honorary members of the Retailers' Association. The cards will be put into use!

\* \* \*

The anti-trading stamp law enacted in New York during the last session of the legislature has been declared unconstitutional by the Supreme Court in Rochester. This gives the cause a slight setback, but the movement still goes marching on. Trading stamps are doomed.

\* \* \*

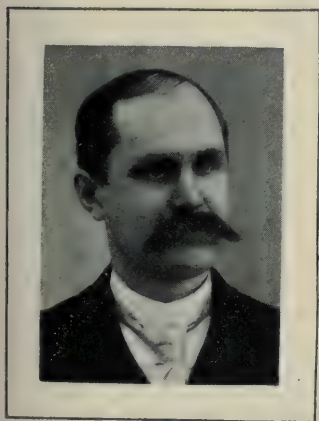
The druggists of Philadelphia think the jobbers are inclined to sell altogether too many goods at retail. Recently a committee was appointed by the P. A. R. D. to investigate the situation.



## AN INTERESTING MEETING.

**That of the Michigan Pharmaceutical Association Last Month at Grand Rapids—A Proposed Law Adopted Comprising Several Novel Features—Several Practical Papers Read—Helpful Discussions and Exciting Debates—A Chatty Review of the Proceedings.**

The Michigan Pharmaceutical Association held an unusually successful and interesting meeting last month in Grand Rapids, known everywhere as the largest furniture manufacturing center in the world.



W. A. HALL,  
of Detroit, President-elect.

Several features of the convention are treated elsewhere in this issue of the BULLETIN: the significant report of the Committee on Adulterations, particularly that portion of it referring to the use of wood alcohol in the manufacture of pharmaceutical preparations, is made the subject of extended editorial comment; the same treatment is given to a

very animated and interesting discussion provoked by a paper from J. Major Lemen on the substitution question; a paper comprising a number of practical "dispensing notes," read by W. A. Hall, the president-elect, is printed in full on other pages; W. C. Kirchgessner's contribution on "Tooth Paste, Powder, and Lotion" is likewise presented elsewhere in its entirety; and, finally, a considerable number of useful and helpful points which developed in the discussions of pharmaceutical subjects are brought together in the department of "Practical Pharmacy."

### THE PROPOSED PHARMACY LAW: NOVEL FEATURES.

Other features of the Grand Rapids convention may be given proper consideration in this place. Probably the most important business transacted was the final amendment and approval of the draft of a new pharmacy law which it is proposed to have introduced into the State legislature at the coming session of that body. The measure is in many respects unique, and among its several novel provisions are the following:

1. It provides for the establishment of a high

school standard, and in this respect takes the lead of any pharmacy law in the United States. President Walker suggested the advisability of demanding compulsory graduation, following the initiative taken by New York, but it was apparently considered a little too early to take this step in Michigan.

2. The appointment is provided for of an "assistant secretary" who shall not be a member of the board proper; who shall be paid a good salary and made to devote his entire time to the work of the board, and who shall ferret out violations of the law and see that proper punishment is meted out to all offenders. The existing Michigan law, like that of many other States, has been a dead letter in many respects, and the pharmacists of the State propose to correct this situation effectively.

3. What might be called "the Massachusetts idea" has been adopted. This gives the Board of Pharmacy power to suspend the certificate of registration of any druggist who has been found guilty in a responsible court of law of violating the liquor act. Furthermore, the board is charged with the duty of enforcing the liquor law as it applies to druggists.



Here are three leading spirits of the Michigan Association—A. S. Parker, Stanley E. Parkhill, and D. E. Prall. All are on the ex president list, but belong decidedly to the class of "are-yets" instead of "has-beens." Mr. Parker is interested in three Detroit pharmacies, and also represents Parke, Davis & Co. Mr. Parkhill is the Mayor of Owosso and a personal friend of "the Peerless Leader;" while Mr. Prall is one of the prominent business men of Saginaw.



## OTHER PROVISIONS.

Among its other provisions, the draft increases the annual renewal fees for pharmacists and assistant pharmacists to \$2.00 and \$1.00 respectively. There was some little opposition to this, but it was voted down when the point was made clear that the Board will need the money properly to enforce the law. Provisions making it possible for physicians



This view shows the two secretaries—local Secretary Kirchgessner of Grand Rapids on the left, and Secretary Burke of Detroit on the right. These two men are largely responsible for the best attended meeting in the history of the association, and for the addition of 84 new members to the rolls. Mr. Burke has in his right hand a suit-case containing the money which the new members had "forked over," and in his left the secretary's annual report. The men are standing in front of the St. Cecilia Building, where the meetings were held.

or registered assistant pharmacists to keep stores in towns of less than 500 inhabitants were each stricken out after a warm fight, led forcibly and even skilfully by H. G. Spring, of Unionville, who feared that he and other druggists in the State would be subjected to unskilled competition. Stanley E. Parkill, of Owosso, tried for an hour and a half to get the association to do away entirely with a secretary of the board itself, and to have the "assistant secretary" discharge the duties of that office, his idea being that this would eliminate an unnecessary office and lessen the possibility of political jobbery. It was feared, however, that a secretary outside the board would have no legal power, and that it would be necessary to have him subordinate to an officer of the board itself. The high school provision met with unanimous approval, and while it was being discussed Dr. A. B. Prescott appropriately read a paper on "The Educational Qualification," expressing the view that it was absolutely necessary for the welfare of pharmacy, and for the protection of the public health, that some standard of preliminary education should be exacted by law.

## EXCITING DEBATE OVER THE DIRECT-CONTRACT PLAN.

One of the exciting features of the convention was a discussion over the merits of the direct-contract and serial-numbering plan of distributing proprietaries. President A. L. Walker declared in his address that he could not recommend any such plan if it "would admit of but one selling price in all places and under all conditions, because I believe the trade conditions of this country at the present time to be such as to render the putting into effect of such a plan impossible." Mr. A. H. Webber, when he came to read his delegate's report concerning the last N. A. R. D. convention at Washington, took diametrically opposite ground and supported the direct-contract plan without qualification. This brought the issue squarely before the convention, and the question was fought to a finish.

It soon became evident that the association was determined to commend the direct-contract plan, but Mr. Walker, supported by Secretary Burke, nevertheless made a gallant defense. Mr. Walker declared that it would be simply impossible to secure full prices at once on proprietary medicines in our large cities. Mr. Burke insisted that even the Miles plan was inoperative in almost every large center,



A University trio. Dean Prescott, of the Department of Pharmacy, will be recognized on the left. Prof. J. O. Schlotterbeck stands next, and the third member of the trio is Acting Prof. W. H. Blome. Professor Schlotterbeck, serving as vice-president at Grand Rapids, occupied the chair during a number of the stormy sessions when President Walker was on the floor defending some of the recommendations made in his address.

and that the goods were cut right and left. "Why attempt visionary and impossible things?" he asked. Mr. Webber, Mr. Parker, Mr. Parkill, and others, however, all asserted that cutters had a hard time to secure the Miles goods even if they did get them, that the plan was more successful than any previous one had ever been, and that the drug trade of the



country was fast getting to the point where it would insist upon its universal adoption. Resolutions supporting the direct-contract plan were thereupon adopted all but unanimously. Messrs. Walker and Burke made it clear in the discussion that they were just as desirous of having the cut-rate evil corrected as others were, and that they would even like to be sure they were wrong in their attitude toward the Miles plan. They questioned its advisability only—not its necessity.

"DUBLE, THE ELOQUENT."

This leads us to mention the fact that "Duble, the Eloquent," as he is referred to in the missionary literature of the N. A. R. D., was present at the convention and made a very interesting and elaborate speech on the evolution of the drug business and the necessity which existed for an organization like the N. A. R. D. He described the good work which had so far been accomplished by the national body and spoke of the things which would in all proba-



Peck Bros. have one of the best known and most successful stores, not only in Grand Rapids, but in Michigan. The corner is one in the very center of the city's business district, and it will be seen from the photograph that the extent and character of the window space make it possible to do very effective advertising. Mr. W. C. Kirchgessner, who acted as local secretary at the meeting, has charge of the prescription and manufacturing departments of Peck Bros.

bility come up in the near future. He asserted that the only effective opposition which the organization had ever received came from the hands of the very men whom it was designed to benefit—the retailers themselves. "Your hod carrier pays \$12.00 a year into his union, and yet the druggist refuses to pay

a paltry \$2.00," he indignantly declared. Druggists were classed as "swelled heads, pinheads, and level heads." The average pharmacist who sells only a gross of Miles' goods a year makes \$40.00 more during that time than he did before the Miles plan was inaugurated. Why, then, should he object to turning back \$2.00 or even \$5.00 of that sum to



This shows the Detroit delegation as they left the Pere Marquette train at Grand Rapids on the run out. Reading from the left, the men are Messrs. Parker, Hagans, Stevens, Hallock, Thompson, Walker, Hall, Green-thal, Burke, Breitenbach, Springer, Bogart, and Mann. President Walker very appropriately stands in the center of the group, and effectively dominates it with his 6 feet 2 inches of presidential timber.

the association which practically puts it into his pocket? A rising vote of thanks was given Mr. Duble upon the completion of his talk.

THE N. A. R. D.

While speaking of the N. A. R. D., it should be stated that the Michigan Association renewed its affiliation, ordered the dues paid upon the basis of that portion of the membership which had in turn paid its dues, and appointed J. Major Lemen delegate, and S. H. Erwin alternate, to represent the association at the St. Louis convention, appropriating not more than \$50.00 to pay the traveling expenses of whichever appointee should be in attendance.

THE CONDITION OF THE ASSOCIATION

was shown to be more satisfactory than had been the case for some years, and perhaps better than it had ever been. From the report of Secretary Burke it appeared that the cash balance in the treasury was \$262.50, as against \$175.00 last year, and \$101.00 the year before. And even this cash balance, though gratifying, had been much swelled since the secretary's report was written by the money which had been taken in at the opening session in Grand Rapids from new members. Altogether 84 of the latter



were secured, whereas 25 had been the average for a number of years past. The attendance was larger than had perhaps ever been the case before, and the sessions were all interesting, lively, entertaining, and profitable. Twenty-eight members had been lost from deaths, resignations, etc., during the year, and the present membership is 295.

#### A LITTLE EXCITEMENT.

The report of the Committee on Adulterations, read by Professor Schlotterbeck, is handled editorially elsewhere in this issue of the BULLETIN, but a brief reference may also be made to it here in order to speak of the flurry which was caused by a motion of W. C. Kirchgessner to the effect that hereafter all druggists be exposed who are found by the committee to be using wood alcohol in the manufacture of their pharmaceutical preparations. For a few minutes the hall was charged with electricity! The suspense was fearful! But Doctor Prescott soon arose to his feet and restored calm with characteristic moderation. He did not think it wise that any committee of the association should publish the names of druggists whose goods were found of improper character. Let this be done by the Board of Pharmacy, which has legal standing, and which is prepared to avoid libel suits and other *sequela*. However, it was Doctor Prescott's idea that the druggists of the State ought to examine very carefully the various reports of the Committee on Adulteration, and be guided by the findings. Every druggist ought to investigate very carefully the condition of those drugs particularly which the reports show to be subject to frequent adulteration. In this way the committee can do a very salutary reform work without resorting to extreme expedients. Mr. Kirchgessner thereupon withdrew his motion and everybody settled back in his chair and heaved a deep sigh of relief.

#### THE BANQUET.

The only entertainment feature which the association permitted itself during the two-days meeting was a banquet generously tendered by the well-known jobbing house of the Hazeltine-Perkins Drug Co. This was held at the Lakeside Club House, situated on the graceful shores of Reed's Lake, a suburban resort only a half hour's ride out of Grand Rapids on the trolley. About 150 covers were laid. The menu was excellent, and a feast of reason and flow of soul followed until a late hour. Mr. Lee M. Hutchins, a member of the firm, was a

very ready and resourceful toastmaster, and brought forth the following responses: "Our State Board," from A. H. Webber; "The Pharmaceutical Press," from Harry B. Mason; "Rochester's Resources," from Stanley E. Parkill; "The Man Known All Over the State," from Charles F. Mann; "Our Educational Institutions," from Dr. J. O. Schlotterbeck; "Our Local Association," from Walter K. Schmidt. The affair was a great success, and at the last session a rising vote of thanks was tendered the Hazeltine-Perkins Drug Co. for their generosity.

#### OTHER FEATURES OF THE CONVENTION,

not mentioned in the foregoing, and not treated elsewhere in this issue of the BULLETIN, may be briefly mentioned:

Mr. Walker's presidential address has been referred to several times in the preceding paragraphs, but it may be asserted here as a matter of proper credit to Mr. Walker that it was an admirable document—sane, clear, "meaty," and well written. It was chiefly devoted to the defects of the present pharmacy law, and to provisions which should be incorporated in the association's draft. The address was referred to a committee comprising Messrs. Mann, Parker, and Webber.

Ex-Secretary Muir, of the Board of Pharmacy, reported that the Board has over \$7000 in the State treasury which it cannot get at. The Michigan Association proposes to fix things in the new law so that the board's money can be used by the board!

W. A. Hall read an exceedingly forceful paper detailing the advantages of membership in the American Pharmaceutical Association, and President Walker also spoke highly of this body in his address.

Mr. Webber asserted at the banquet that the members of the present Board of Pharmacy were all appointees of Governor Bliss, and that they were therefore a Bliss-ful family. As a matter of importance, he announced that practical laboratory examinations had been conducted by the board during the past year at the University of Michigan, and that the board expected to have a laboratory of its own in Grand Rapids by November.

Mr. Schmidt declared at the banquet that in Grand Rapids the local association had adopted a full price schedule, not alone on patents, but also on all other goods sold in the store, such as crude drugs, tinctures, toilet articles, etc.



W. C. Kirchgessner, reporting for the Committee on Trade Interests, asserted that the prices over the State were better than a year ago, and that full prices were secured for patents in all places except Detroit and Saginaw.

An eloquent panegyric of Secretary Burke was uttered at the last session by Mr. Brown of Ann Arbor—and Burke deserves every word of it! A warm vote of thanks was tendered him for his services as secretary during the last two years, and of course he was re-elected for the ensuing year.

Mayor Sweet declared in his address of welcome at the first session that "as 'mixers' you druggists are hard to beat!"

Kalamazoo was chosen for the next meeting

place, and the convention will be held some time during the first or second week of August.

#### THE NEW OFFICERS

of the association are as follows: President, W. A. Hall, Detroit; vice-presidents, W. C. Kirchgessner of Grand Rapids, Charles P. Baker of St. Johns, and H. G. Springs of Unionville; secretary, W. H. Burke, of Detroit; treasurer, E. E. Russell, of Jackson; executive committee, John D. Muir of Grand Rapids, E. E. Calkins of Ann Arbor, L. A. Seltzer of Detroit, John Wallace of Kalamazoo, and D. S. Hallock of Detroit; trade's interest committee, for three years, J. Major Lemen of Shepherd, and H. Dolson of St. Charles.

## CIGAR SELLING.

**Clever Advertising Ideas That Will Help to Win More of the Smokers' Trade—Some Good Pointers, too, Regarding the Care of Cigars—The Important Difference Between Porto Rico and Havana Products.**

By FRANK FARRINGTON.

Every drug store sells cigars.

A druggist's cigar trade is generally in a direct ratio to the quality of his cigars, and the ones who sit around and complain that their cigar business is a worthless appendage are usually the ones who do not give cigar customers their money's worth.

Of course there is more competition in this line than in almost any other that the druggist carries. In the smaller places every grocery store and barber shop is in the business, and even in most of the villages there is at least one regular cigar store. In the larger places the news stands cut up the trade still more, and in the cities one has to compete with the United Cigar Store Co. and others of their ilk.

#### DON'T GO TO SLEEP.

But taking the general run of druggists through the land, in the average towns there is plenty of opportunity for a man to work up a good deal more cigar business than he has ever had before.

The cigar department is pretty apt to be side-tracked when the advertising schedule is made up. All good druggists try to keep a line of goods that will appeal to their trade, and they occasionally attempt to interest a new customer by giving away a cigar or two. That is all very commendable, but falls far short of the mark. It produces results that are just about unnoticeable.

With the average drug store then, it simmers down to a case of taking care of what cigar trade comes along and calling it square. That certainly is not giving a valuable branch of the business a fair show.

As a matter of fact cigars are more difficult to advertise than almost anything else in a drug store. Running a cigar ad. in your regular space with the same frequency that you give any other special line will be of very little use. There must be special advertising gotten up for the express purpose of reaching the smoker. It must be made to reach him and force itself upon his attention. The average man whose cigar trade you would like to get is a person who will not pay much attention to the ordinary ad. It must be extraordinary.

#### THE FIRST THING TO DO.

In the first place, you must look well after the store part of your cigar business. That means that you want your cigar-case to be near the door in a good light and equipped with a good lighter. Have an automatic clipper and keep the lighter clean, bright, filled and always ready for business. If you use an electric lighter, be sure that it is convenient.

There is a vast difference in the way that different dealers arrange the cigars in their cases. It all counts, too. In the first place, have modern moist-



eners in the show-case. Some swear by the hanging kind, but as they take up room and obstruct the view of the contents of the case, I myself prefer the trays that are made to fit into the bottom of the case. However, the more important thing is to see that the moisteners are moist and that they keep the cigars just right. Smokers soon find out where the cigars are apt to be so dry that they will crumble up in the mouth, to say nothing of the way the wrappers break in pieces in the pocket.

There is a little trick used by some of the experts in wetting the moistener that may or may not be of real advantage to the druggist to know. Personally I have found it to be a good thing. It is simply to put a little Jamaica rum in the water used—about two ounces to the pint.

#### SOME USEFUL TOBACCO KNOWLEDGE.

The druggist is usually "short" on knowledge of the character of the different sorts of tobacco. He treats them all alike and consequently spoils some of his cigars by having them too dry and others by having them too wet.

The average five or ten cent domestic cigar needs to be kept only fairly moist—just enough so as to be agreeable to hold it in the mouth. It will not injure it to get a little dry so long as it is made right when put on sale. The imported Havanas will not be spoiled by keeping. Age will ordinarily improve them and they can be moistened up again when they get too dry. But good Porto Rico cigars are a very different proposition. And right here I would like to say that doubtless many of the dealers who have had poor success with these goods probably have their lack of knowledge of how to care for them to blame.

The Porto Rican stock should be bought as green as you can get it. If the cigars have been dried out at all, don't take them. Keep these goods as green as you can. They are foil wrapped and will not dry in a cold or a moist place. A Porto Rico cigar that has been dry once will never be anything more than a bunch of hay afterwards.

Keep such cigars wet until they go into the case. If they are so green that they will not burn, let them stand open on the case for a day. It is a good fault. It is a scheme worth while anyway to keep a box or so of the cigars that you are pushing principally on top of the case where they will get especial attention.

You can buy the Porto Rican goods at a price that will give you a nice margin to play on, if you

know where to get them, and many of the importers will send you all you want "on sale." Don't expect them to be pretty cigars, for they are apt to look rather rough, but they are the "pure quill"—nothing but tobacco in its unadulterated state. The smokers that like them will stick to them and will not go back to the "doped" goods, though they may switch off on to higher priced Havana cigars.

#### DISPLAYING THE GOODS IN THE CASE.

When you have your case properly moistened, put in the boxes in the way that will best show the goods, and show the box covers as well. There are patent fasteners that will make the back of a box stand up straight, but they are a needless expense. When you take the nail out of the box, drive it down through the cover just as it was before but at the back; then open up the box carefully, and, presto! the lid will stand at any angle. The boxes will take up much less room in this way than in the old bend-the-cover-back style. They look better, too.

With the boxes properly arranged in the case, each one should be marked with the price and kind of cigars it contains. Use black cards with the inscription put on in white ink. This makes a far more attractive card than any other. The uniformity of the cards adds, too. Stand them upright in the front end of each box. They look best this way and are easily read.

Always have plenty of good matches on the top of the case and encourage your customers to take all they want. Matches are cheap. Don't be stingy with them. Offer a small box to every purchaser. Not many will take one, but it looks generous and is not really expensive.

Another thing that counts is to have plenty of the little cigar pockets, preferably the ones that come in long strips separating each cigar by itself so that the wrappers will not be broken by the cigars rubbing against one another. These can be bought in quantities of ten thousand at a dollar a thousand, with your imprint and a brass counter container to hold them in. A good place to get them is the Racine Paper Goods Co., Racine, Wisconsin.

#### ADVERTISING PLANS.

When it comes to the actual advertising of cigars, there are various propositions open to the dealer; the newspapers, the mailing list plans, odds and ends in the way of imprinted novelties, and some others.

Such novelties as match safes and other pocket



things which men like to carry are of little value as advertising. They get you some good will, but that's all. The newspaper advertising must be quite extensive to be productive of much return, and at that rate will crowd out your other lines too much.

If you can use a mailing list, that will prove the best result-bringer for the money invested.

#### SOME MAILING CARDS.

Below I give the copy for a few ads that can be utilized with very little change. The first two I had printed upon the large 7 by 11 inch postal cards. The first one depended for its point upon a letter which I think I copied from a back number of THE BULLETIN. The entire ad was printed in single column, 12 point type down the middle of the back of the card.

#### RATHER FUNNY.

The following letter was received by a Quebec firm of bicycle manufacturers from one of their customers:

Sherebrook, P. Q. August 1 '03.

mister T. J. Jones and companee,

Notre Dame street Montreal, P. Q.

Dear sir;—

I receev de bicykel witch I by from you alrite but for why you dont send me no saddel, wat is de use of de bicykel when She dont have no saddel.

i am lose to me my kustomer sure ting by no having de saddel and dats not very pleasure for Me. wat is de matter wit you mister jones and companee, is not my moneys so good like anoder mans you lose to me my trade and i am very anger for dat an now i tells to you dat you are a dam fools and no good mister jones and companee.

i send to you back at once you bicykel tomorro for shure bekawse you are such a dam foolishness peopel. yours respeckfuller,

J. B. ST. DENNIS.

P. S. since i rite dis letter i find de saddel in de box. excuse to me.

#### MISTER MAN;

dere is only one place for cigars to buy in dis town. Did you it know dat places was mister jon smith his drug stores he have de good cigars more as all oder stores. dis card present by dose man who is name on oder side is for five cent cigar good.

This card is good  
for a ..... 5c  
cigar at Smith's.

Get up the second card in the same way as the first and send it to the same persons. Here is the copy:

#### QUEER SMOKES.

In the Philippines the use of tobacco is universal. The native child acquires the tobacco habit as soon as it is able to walk.

In the northern provinces especially it is no uncommon sight to see a child five or six years old puffing vigorously at a big cigar. The women smoke fully as much as the men, and commonly smoke cigars where the men use cigarettes.

In the northern part of Luzon immense cigars, often a couple of feet long and as thick as the wrist, are used. Such a cigar is suspended from a rafter of the house by a string and smoked during the day by all members of the family as desired.

#### NO FAMILY SMOKES.

We are out of the family size smokes just now.

Perhaps you do not care for that sort anyway?

There is one thing certain: we have a line of cigars that will give you more good brands to choose from than any other stock that we know of.

We have made a little study of cigar handling lately, and have found out a few new things worth knowing about taking care of the goods. As a result, our cigars are not only better stock, bought with more knowledge of the goods, but they are better cared for.

We know just the right way to treat each particular sort of tobacco, and we appreciate the fact that tobacco is an article requiring more care than anything else, even in a drug store, if it is to be kept right.

We invite your criticism of our cigar selling methods. If you do not find your favorite brand at our store, let us get it for you—provided we have not something here that you will like even better.

#### SMITH'S DRUG STORE.

#### A NOVEL ADVERTISEMENT.

A simple little ad, easily gotten up and easily mailed, is a heavy white visiting card, sent out in an envelope to fit it, the card being printed in visiting card style:

Smoke "Corn Silk,"  
Smith's new 5c  
Cigar.

Advertising matter mailed in this way to smokers will have an excellent chance of success in getting results for the reason that not much of this sort of advertising has been done. If the possibilities of the business warrant it, it would be wise to send out something new once a month. But whatever you do in the way of pushing your cigar business, remember that the more pains you take with your stock and with your cigar customers, the harder you try to please them, the better results you will get. Smokers are notoriously "notional." Cater to their notions!



## SHOW CARDS.

**A Dakota Druggist has Become Quite Expert in Painting Cards, and He Thinks Others Should Practice the Art—Specimens of His Work Shown—Store Signs are an Excellent Advertising Medium.**

By **M. L. TEBBELL,**  
of Grand Forks, North Dakota.

Since the lucrative phase of the average drug business depends more largely upon the merchandising than the professional interests, the advantages of using the best and most up-to-date methods of trade-getting become apparent, and for that reason I am pleased to see *THE BULLETIN* taking up the subject of card signs for windows and for interior drug-store displays.

Suitably worded and attractively gotten up cards

tive drug advertising is that done in the store, especially in the pushing of store preparations; and in this work card signs are almost indispensable, for customers read them while waiting and many sales are made in this way without effort on the part of the salesman.

Do So's man comes round on his yearly tour and says, "Mr. Druggist, buy 6 dozen of our 'Liquid Lighting' at \$9.00 'per,' and we'll send you a mag-



make window trims much more effective by impelling prospective customers to make a more thorough inspection of the goods displayed, and also by adding to the appearance of the window.

Card advertising catches the customer on the premises and is certainly more effective than advertisements that are read at home and probably forgotten before the article is needed. This of course is not intended as a "knock" at newspaper advertising, for its value is understood and goes without saying. However, I think perhaps the most effec-

nificant window display." Now Mr. Druggist appreciates the value of the window display in disposing of the "Lighting," and so perhaps buys. But why can he not put up a store preparation of perhaps superior merit, and use his skill as a decorator and card-writer in making an attractive window display to give it a start and assist in disposing of it, thereby making an extra \$5.00 "per?"

Perhaps Mr. Druggist says "I'm not dextrous with the brush; I'm not artistic; and never was able to make a really presentable window." In that



event we would feel like saying, "Mr. D., get busy"—for to be able to do fairly good amateur lettering only requires a little patience, plenty of practice, a few good sable lettering pencils, some dry colors, and thin mucilage, with show card board q. s.

The accompanying photograph of a few of our cards used last year may be of use, especially when considered in connection with Mr. Curry's excellent article in the April BULLETIN. An exchange of ideas and designs is a help to all concerned. Of course the coloring, not shown in the photograph,

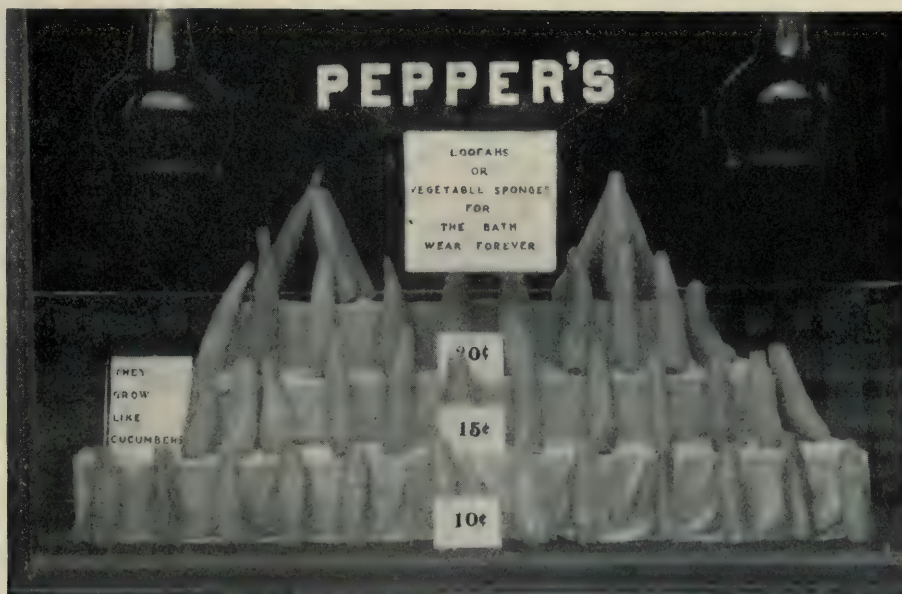
adds materially to the appearance of the cards. The size of these particular cards may be judged from that of the center card, entitled "Dentifoam," which was 18 by 30 inches. Too much color I think detrimental to the appearance of show cards; still, the use of at least two colors brightens the card up, and sometimes a little color in the background adds a neat effect.

In conclusion let me say that the painted card is far superior to the lithographed article in effectiveness.

## A LOOFAH WINDOW.

There is nothing particularly striking about the window display shown in the accompanying illustration. It is presented chiefly because it brings forward one of the staples of the drug store which druggists do not often think to advertise, and for which a considerable sale might easily be developed. Indeed, so little is known about loofahs by the pub-

linger. We have always sold a few of these articles throughout our entire period in business, but we sold more during the week of the display than during all our previous history. The trim also provoked a great many inquiries from people who had never seen loofahs and did not know what they were used for or what was their origin."



lic that curiosity is piqued when the articles are exhibited.

The display is contributed by J. T. Pepper, of Woodstock, Ontario, whose trims are well known to BULLETIN readers. Mr. Pepper says that while "the display does not claim to be an artistic one it sold loofahs and proved itself a good business-

The illustration largely explains itself. There were three sizes of loofahs exhibited, selling respectively at 10 cents, 15 cents, and 20 cents. The large card over the top read: "Loofahs or Vegetable Sponges for the Bath. They Wear Forever." A card at the left bore the legend: "They Grow Like Cucumbers."



## ADVERTISING METHODS.

**Good Advice from a Successful Druggist and Prominent N. A. R. D. Man—Ways of Increasing the Prescription Patronage—Pushing One's Own Line of Specialties—Pointers Concerning the Different Advertising Mediums in General.\***

By FRED S. NAGLE,  
of Wilkesbarre, Pa.

One of the best and least expensive advertisements is the pharmacy itself. Never let commercialism carry you so far from your calling that your place no longer has the appearance of a pharmacy. I would like to see pharmacies have distinct and uniform colored fronts, so that people could readily distinguish them from other places of business. I like the Philadelphia idea of black and gold.

### A NOVEL SUGGESTION.

Another good outside advertisement would be for the N. A. R. D. to furnish their members with neat signs in gold and black to fix to the front of their stores with "Members of the N. A. R. D." or something similar printed on them. Then each local secretary might be furnished with good printed circulars to send the physicians, and also the secretaries of other organizations, calling their attention to the sign and soliciting their patronage. I have large signs 1½ by 5 feet in front of my windows that I consider good advertising. One reads "*Members of the National Association of Retail Druggists,*" and the other "*Registered Prescription Pharmacists.*"

With the number of drug stores, and the competition of the department and grocery stores, side lines are a necessity, but don't let them crowd out the medicinal appearance of your store. Medical journals are noticing this tendency and are making some very uncomplimentary remarks. One writer says: "It is difficult to distinguish many pharmacies from paint, confectionery, or stationery stores."

Have a printed system for conducting business, and insist on having every rule carried out by your clerks. Employ good, competent, active, neat, and courteous clerks. Cleanliness, order, and promptness are good advertisements for customers to carry to their friends. There is something inviting about a clean, polished store, even if your fixtures and show-cases are antiquated. If you run a fountain

run it to perfection or not at all: use plenty of hot water and soap for the cleansing operations every morning, and employ pure fruit syrups and ice cream, napkins, straws, and tables if you have the room. And then charge ten cents for ice cream soda if you can't make the best soda profitable for five cents.

Call your customers' attention to the good features of your store and show them around. Put your salts, borax, sulphur, quinine pills, etc., up in neat five and ten cent boxes, encouraging ten cent sales by giving three times as much goods for ten cents as you do for five.

### WINDOW ADVERTISING.

I consider window displays one of the best and cheapest advertising media the pharmacist has. One large window is better than two, as it concentrates the mind and leaves a lasting impression. Clean the windows and change the displays at least once a week. Make a display of one thing at a time—if it is brushes, make it all brushes; if it is prescriptions, make it all prescriptions; if it is a tonic, make it all tonic. Place large cards in the center describing the display and stating prices. Make the arrangement odd and unique, and it will attract attention and sell goods. Be seasonable and mention the display also in your advertising literature—in your circulars, store paper, or newspaper announcements. Do not use your window to exploit remedies that you make no profit on. Nothing is more disgusting than to see a window filled with some nostrum marked at a price indicating that the retailer is getting no returns for the use of his best advertising medium.

### YOUR OWN REMEDIES.

Some tact has to be exercised in advertising a line of your own specialties lest you antagonize the physicians and injure your prescription business. Physicians often look upon aggressive advertising of your own remedies with an unfavorable spirit. If you enjoy a good prescription business it would

\*Portions of a paper read before the Pennsylvania Pharmaceutical Association at the recent annual meeting.



be well for you to use an assumed name on your preparations, or have them put up by some pharmaceutical house with their name on. Never allow a manufacturer to place your name on his preparations, as by doing so you not only assume the responsibility, but deceive your patrons. Remember not to give a larger package than is customary, as this is practically another form of price demoralization in that it reduces the number of your sales. A two ounce bottle is large enough for a twenty-five cent preparation. Twelve powders, capsules, or konseals, where one is a dose, and thirty-six pills, where two is a dose, are sufficient for twenty-five cents. Have circulars for enclosing with each package leaving the counter. When you sell Blank's cough remedies enclose one of these circulars or give a sample of your own cough cure to the customer; do likewise with your other preparations. Fans and blotters are good mediums to advertise certain preparations in season.

#### VARIOUS MEDIUMS.

Newspapers are conceded to be the best medium for extensive advertising, especially when you are centrally located in a city. To the suburban or country druggist the newspapers are of very little benefit. The newspapers have both space and line rates, and it is best if you contemplate advertising in them to contract for so many inches or lines for a year. A good monthly store paper, folders, booklets, or circulars, when sent by mail are the best mediums for the majority of pharmacists. If you cannot issue your own store paper, there are special agents that make a business of getting out such papers. One issued by yourself, however, is of much more value than one issued by an agency, for the latter is usually not specific enough. Use cuts to illustrate your ads; use nothing but the best quality of paper, type, and ink; select a first-class printer to do your work, and issue whatever mediums you use at regular intervals, so that people will grow to look for them.

#### PRESCRIPTION ADVERTISING.

This is the most important branch of your business and affords the best returns for your services. Cater as much to the public, however, as you do to the physicians, as they have the same right to choose their pharmacist that they have to choose their physician or lawyer. Whenever opportunity affords, show the physicians and the people your

system of compounding, checking and labeling prescriptions. Explain why you keep fluid extracts, essential oils, and ointments in original containers. Show them that you buy your chemicals and drugs from the most reputable houses.

Send the physicians circulars, at least four times a year, calling their attention to your stock, prescription department, your own pharmaceuticals. Have a mailing card like the accompanying design to send

### Your Prescriptions

We regard the dispensing of PHYSICIANS' PRESCRIPTIONS our most important duty, because we fully realize how much depends on the care, accuracy, and skill of the pharmacist, and on the quality of the drugs used. A glance at our Prescription Department will convince the most skeptical that we have the NECESSARY FACILITIES and a variety of the BEST MEDICINES and LATEST CHEMICALS for SKILFULLY and CONSCIENTIOUSLY FILLING any prescription. A glance at our Prescription File will assure you that we have the confidence of all the leading doctors. A glance at our prices will certainly satisfy you that we are above the suspicion of paying doctors any commissions. We treat all honorably and give the best possible service to all concerned. You are cordially invited to bring, or send, your prescriptions, and to come to us with all your drug-store wants

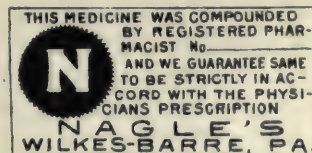
Phone 1236.                      Respectfully,

**Nagle's Pharmacy,**

Horton and Barney Streets, City.

A mailing card for advertising the prescription business.

to families in your community who you know are employing a physician, calling their attention to your facilities for compounding prescriptions accurately. Have the neatest and best containers; plain lithographed labels, and good corks. Type-write or write the doctor's directions on prescription labels plainly, and put a "shake well" on every liquid medicine that is not perfectly transparent. Have a little sticker like this to put on every pre-



scription, as it inspires more confidence in the medicine with both the physician and the patient. Do not wrap up prescriptions until they are sent out, then use a good quality of white paper and regular



druggists' twine, enclosing an invitation slip like the accompanying one. Make a square package in

#### OUR INVITATION TO YOU.

Kindly allow us to give you this personal invitation to come to our drug store and make it your place for buying drug-store articles—including medicines. We will take great pleasure in waiting on you promptly and courteously. We will take great pains to give you every advantage that we can at any time. We try to make our drug store a pleasant place to trade—pleasant because completely stocked with thoroughly desirable goods in every department; pleasant because our prices are always reasonable whenever there is a chance for a variation in price; and pleasant because we are always willing and eager to do all we can to please and accommodate our customers. Please accept this as our personal invitation to you to come here and trade. Phone 1236 and you will get prompt delivery.

[Give name and address at bottom.]

An invitation slip to enclose in prescriptions.

wrapping bottles, as some people dislike having others know that they have medicine.

Furnish the physicians in your community with prescription blanks without your advertisement on; it looks more ethical and unselfish. Do not pay commissions or counter prescribe; they are both unprofessional and undignified practices. The pharmacist that is not competent to build up a prescription trade without paying bribes is undeserving of his calling. To avoid misunderstandings it is much better to insist on paying a physician for his services and charging him a small profit on what he gets of you.

Keep in close friendship with the essentials herewith enumerated, and you will find advertising a prominent factor in the success of your business.

## AROUND THE CAMP-FIRE.

**An Uncommonly Good Bunch of Stories from an Australian Member of the Bulletin Family—He Tried the Eye Water on Himself, But Capsicum on "the Other Fellow"—Iodoform as a Perfume.**

[NOTE BY THE EDITORS.—The first few recitals around the camp-fire this month are contributed by a successful Australian pharmacist who modestly signs himself "Pax." That he is a clever raconteur will be seen at a glance. One of the best of the numerous excellent contributions which have been made to this department was that which "Pax" furnished in the BULLETIN for March, 1903.]

### WHILE THE "BOSS" WAS AWAY FISHING!

Having warmed myself at the BULLETIN camp-fire for some time without adding any fuel (writes "Pax"), I now proceed to throw on a log or two, and trust that my brother pharmacists will consider it their bounden duty to do the same, for may the day be far distant when the fire goes out for lack of fuel!

In my green and salad days I was an assistant in a little way-back town, comprising two hotels, a wall-eyed mayor, and a few other queer sticks, of greater or lesser character and value. My "boss" was a frumpy old geyser, who smoked too many cigars, and was consequently nearly all his time in a chronic state of "liver." One day he went out fishing, leaving me in charge. Shortly after breakfast, in walked a stylish young lady, and asked for a shilling's worth of rose water and sulphate of zinc for sore eyes. I served her, and walked into the dispensary, dismissing the matter from my

mind. The next day in walked the same young lady, with her eyes in a dreadful state. In a voice deep with emotion, she asked me to look at what I had done, at the same time handing the bottle back to me.

Shivering with apprehension, and sick at heart, I smelt the bottle, looked puzzled for the moment, and then said: "Madame, I think this is all right. I'll put some in my own eye to show that it is." I didn't for a moment think the stuff was other than it ought to be. So there and then I up with the bottle, and poured some into my left eye.

Shades of Julius Cæsar! If the spirits of the departed have any share in the cares and trials of this transitory life, all my ancestors must have wept to see me in the sorry plight I then presented. I first did a cake walk up and down, then the polka, and finally dashed into mad gallop for the water tap and gave my poor eye a good washing out. The pain was tremendous; in fact, it was the biggest thing in pain ever I struck.

After awhile I came back, and the lady and I condoled with one another; fortunately for me, she was of a sympathetic nature and so I got off by telling her that the water was full of minerals, but all the same I took jolly good care that she didn't get the bottle back, for, lo and behold, on making an



investigation I found I had given her liquor potassæ, perfumed with a dash of rose!

Never, oh never, Brother Pharmacist, try your own stuff! Whenever a doubt of any description exists, always try it on the cat first. It may be rough on Pussy, and calculated to make the fur fly, but what odds?

Vanity, all is vanity. A man thinks he knows something when he comes home in the wee' sma' hours and pitches his wife the "invalid friend" story, but he finds that the old girl knows something after all.

#### SOME PEOPLE HAVE NO GRATITUDE.

In 1900 (continues "Pax") I was managing a dispensary during the regular manager's absence. A few doors below a friend of mine had a business, and 'twas customary on my part to spend the balance of meal hours with him. One day, whilst seated behind the dispensary, in walked the assistant closely followed by a sleepy, half-silly looking chap of about twenty-four summers. "Say, Doctor," said the assistant, giving me a four horse-power wink, "this man is very ill, and wants you to sound him." "Ah, yes,—hum, be seated, my good man, and undo your vest." Then, taking up a hammer, I tapped him all over, and looking serious, told him he had a bubonic patch on the left lung, and that I would have to use very strong medicine to cure him.

"Very well, Doctor," the poor patient replied. I there and then gave him a teaspoonful of santalwood oil, carefully holding his pulse all the time. As soon as the oil was well on the way to its appointed destination, an intense seriousness overspread his rubicund visage, and I never felt so interested in physcology before. After a quarter of an hour had elapsed I asked him if he felt better. He said "No," so I gave him a drachm of tincture of asafetida, and the same of balsam. Allowing a few more minutes to elapse I inquired how he felt. "No better." "Well, here goes, kill or cure!" I gave him two drachms of capsicum tincture, with the idea of warming the enemy up a bit. No sooner had he swallowed it than he got up and bolted down the street at a pace which would win a Botany Handicap any time. I rushed out after him, and shouted myself hoarse, but he never came back. Some people have no gratitude! I tried to find out where he lived, with the intention of training him for athletic events. Guess if I had him in hand, and gave him

a dose of santal and capsicum before the race, he would come in all alone!

#### HE WAS INVITED TO GO HOME!

One day I received an invitation to a party, so I made up my mind to hustle through my work, and get away as early as possible. All went well till just about closing up time, when in walked a forlorn looking bagman for a shilling's worth of iodoform. I went rather hurriedly about getting it, with the result that I spilt a fair amount on my hands. However, I handed the powder over, and hurried home, wiping the powder off before leaving. My olfactory organs were not cognizant of any unusual odor, and so arraying myself in purple and fine linen, I sallied forth to the meeting, bent on having a deuce of a time.

Reaching my destination, I divested myself of my overcoat, and joined the giddy throng already deep in the art of dancing the light fantastic. Selecting a charming partner, I was very soon in full swing. Presently I noticed my partner elevating her nose at the exact angle used by people in comet hunting, or looking for relatives in the moon. She begged to be excused. Wondering, I led her to a seat and left her. I had no sooner done so than a nice young man suggested that I should go home and disinfect myself before mingling with respectable people. Still wondering, I wended my way further down the room, when suddenly the dancing stopped, and all the ladies and gentlemen began eyeing me in a manner anything but suggestive of approbation. Very soon a deputation waited on me and inquired if I would sooner be passed through the door or the window. I chose the former, the latter being of altogether too "pane"-ful a nature for me to think of.

Grabbing my coat, I stole away in the still and silent gloaming and took a back street to get home. Reaching there I at once peeled off, and had a good bath, all the time cursing all the bagmen, from their ancestors right down to the present generation.

#### AN APPRENTICESHIP EXPERIENCE.

During my apprenticeship (concludes "Pax") I had a great fright, which made me think a lot. The shop boy had a freckled face, and was always asking me for a cure for it, so I made him up a lotion of mercuric chloride, ten grains to the ounce, and advised him to rub it in well every half hour, remarking that the freckles would leave in a hurry when subjected to such strong measures. He fol-



lowed my advice, but when he turned up the next day it was too funny for words to do justice to. His face looked like a full blown pudding, and his eyes were certainly ashamed of his face, for they were in hiding. When the "boss" came in, he looked at the boy, and at once turned on me, saying that he might die. Oh, heavens! I believed him, and

put the day in on pins and needles, thinking all the time that my career as a pharmacist was in danger of coming to an abrupt conclusion. I mentally fancied myself picking oakum for very low wages, and the idea was repellant. In the fulness of time, however, all blew over, but I have always had great respect for mercuric chloride ever since.

## DISPENSING NOTES.\*

**Practical Hints in Manufacturing and Compounding—A Simple Method of Preparing Mucilage of Acacia—How to Get Lard that Will Remain Sweet and Ungranulated—A Formula for an Elixir of the Bromides, etc., etc.**

By W. A. HALL.

Shortly after the last meeting of this Association the chairman of the Committee on Pharmacy and Queries secured my promise for a paper at this meeting on "Dispensing Notes," and, as the title implies, the article is really made up of "notes," for no attempt has been made to construct an elaborate paper. I shall simply present results that have developed from time to time, and I hope these "boiled down" points, if new, may be helpful to you as they have been to me.

### MUCILAGE OF ACACIA.

Who has not had trouble with this preparation, as well as with the syrup souring and fermenting? The trouble is largely due to too much contact with the air in the process of manufacture, and because *ordinary* instead of *distilled* water is used. Made in the following way, the mucilage will keep any reasonable time, remaining perfectly sweet:

Take any wide-mouth bottle of convenient size and fill it within a quarter-inch of the lip with gum acacia and distilled water in the proportion of one ounce of gum to two ounces of distilled water, adding also one-half grain of benzoic acid to each fluidounce of the mixture. Fit a good cork accurately into the bottle so there will be practically no space left between cork and fluid. Reverse ends with the bottle about every half hour, first standing it on the cork and then upright, and in a short time your mucilage is made with very little trouble, prac-

tically U. S. P. in character, and of good keeping quality. Finally strain. Preserve the bottle used, noting on the label the amount of gum and water employed, until you again make the mucilage.

### LARD.

It is very difficult to obtain any strictly pure, rendered lard in the open market, but by anticipating your wants and with a little trouble you can solve the problem. Save your ether cans and in the fall obtain from your butcher some unrendered leaf lard from large hogs. Render this at home in the old-fashioned style, unless, of course, you have facilities in the store, and fill and cork the cans reserved. When wanted for use you can melt the lard on the water bath. I have kept lard in this way for over two years, perfectly sweet, and with no sign of granulation. The ointments made from this will likewise keep much better.

### SYRUP OF ORANGE.

When made according to the U. S. P. this is a much superior article in looks and taste to that made from the soluble fluid extract.

### SYRUP OF TOLU.

The same remarks apply as in the case of syrup of orange.

### SYRUP OF FERROUS IODIDE.

Make according to the U. S. P. formula of 1880, observing strictly all the details, and to the finished syrup add two minims of hypophosphorous acid, 30 per cent, to the fluidounce. The syrup will not become discolored and will keep a long time.

\*Read at the annual meeting of the Michigan Pharmaceutical Association, held last month in Grand Rapids. The discussion provoked by this paper is reported in the department of "Practical Pharmacy" on other pages.



## SYRUP OF HYPOPHOSPHITES.

Follow the U. S. P. method, except to increase the amount of sugar from 500 to 650 grammes, and use pure sugar free from coloring matter. The trouble with the U. S. P. formula is that it directs the use of too little sugar.

## TINCTURE OF KINO.

Follow the U. S. P. method strictly and especially the injunction, "Keep in small, completely filled and well stoppered bottles, in a cool place." Thus made I have kept it unchanged for twenty-three months. There is certainly no trouble in keeping it at least a year.

## OINTMENT OF ZINC OXIDE.

Use only Hubuck's zinc oxide (or a sublimed article) and pure benzoinated lard. Melt about one-fourth of the lard and rub it in a capacious mortar with the zinc oxide. Having melted the balance of the lard and partially cooled it, add to the first portion and stir until cool. Your ointment will be beautifully smooth and even.

## PRECIPITATED SULPHUR.

Only one prominent manufacturer, to my knowledge, puts a U. S. P. article on the market. The other brands are apparently precipitated with sulphuric instead of hydrochloric acid, and thus contain large quantities of calcium sulphate.

## SPIRIT OF CAMPHOR.

Crumble the gum onto a filter and pass enough alcohol through to make the measure. Thus you dissolve the gum and filter the spirit at the same time!

## DISPENSING LIQUIDS IN CAPSULES.

Suggested by Louis Hopp, of Cleveland, at the Mackinac meeting of the A. Ph. A.: "In filling a capsule, put a little diluted alcohol in a shallow receptacle like the lid of a half ounce tin ointment box, and place the upper part of the capsule upright in the alcoholic solution. In your left hand, with thumb and index finger, hold the lower part of the capsule and fill it with whatever oil is desired. When filled pick up the top of the capsule out of the alcoholic solution, give it a flit to remove excess of liquid, place it over the lower half of the capsule, push down and give it a turn while so doing, then set aside and in a few minutes you will have a per-

fectly joined capsule." I have since tried this method myself frequently and with quite satisfactory results.

## ELIXIR OF THE BROMIDES.

Containing to the drachm:

|                         |           |
|-------------------------|-----------|
| Sodium bromide .....    | 5 grains. |
| Potassium bromide ..... | 4 grains. |
| Calcium bromide .....   | 3 grains. |
| Lithium bromide .....   | 2 grains. |
| Ammonium bromide .....  | 1 grain.  |

Dissolve in a menstruum of elixir adjuvans, N. F., and filter.

## PERCENTAGE TRITURATIONS AND SOLUTIONS.

It is convenient, safer, and more expeditious to have these made up ahead for prescription use, especially those of the more potent alkaloids that are in frequent employment. Thus:

Strychnine sulphate in solution: 1 drachm containing 1 grain.

Atropine sulphate in solution: 1 drachm containing  $\frac{1}{2}$  grain.

Physostigmine salicylate: 1 ounce containing  $\frac{1}{8}$  grain. (This must be kept completely covered and in a dark place.)

Mercuric chloride solution: 1 drachm containing 1 grain.

Silver nitrate solution: 1 drachm containing 1 grain. (Keep in dark place.)

Strychnine sulphate trituration in milk sugar: 10 per cent.

Strychnine nitrate trituration in milk sugar: 10 per cent.

Hyoscine hydrobromate in milk sugar: 1 per cent.

This list can be multiplied indefinitely as your needs require. To me these solutions and triturations are far safer than the dispensing tablets on the market, for the latter *might* be responsible for a very serious error, as in a hurry they *might* be changed and disaster result, especially when you consider that we have always been educated to consider a single tablet or pill to be within the maximum medicinal dose. Besides, in your own preparation you have a check on the accuracy that you do not have with the commercial article.

These notes are simple comments on a few articles and formulas as they have been worked out practically at the counter. Doubtless you could all give many different examples, and we could profit by your experience and work.



# TOOTH PASTE, POWDER AND LOTION.\*

By W. C. KIRCHGEISSNER.

In making a tooth preparation three points must be taken into consideration. First and most important, it must be harmless to the teeth and combine with the tartar which forms on them. Second, it must be palatable. Third, it must be of an antiseptic nature. In presenting these formulas I think I cover all three points.

## TOOTH PASTE.

In making a tooth paste you must have a "mass solution" that will not harden with age and will keep the powder of such a consistence that it can easily be squeezed from the tube. The following formula answers the purpose:

### MASS SOLUTION.

|                                   |             |
|-----------------------------------|-------------|
| Gelatin, cut in small pieces..... | 30 grammes. |
| Castile soap (moist).....         | 60 grammes. |
| Water, .....                      | 1000 Cc.    |
| Saccharin .....                   | 8 grammes.  |
| Menthol .....                     | 8 grammes.  |
| Oil of eucalyptus .....           | 8 Cc.       |
| Oil of wintergreen or cassia..... | 22 Cc.      |
| Glycerin .....                    | 1000 Cc.    |

Soak the gelatin in 500 Cc. of water over night. Dissolve the soap and saccharin in 500 Cc. of hot water. Mix the two solutions and add the glycerin, which has been previously mixed with the menthol, eucalyptus, and wintergreen. Let stand from twenty-four to forty-eight hours before using.

### THE PASTE.

|                          |              |
|--------------------------|--------------|
| Mass solution .....      | 600 Cc.      |
| Precipitated chalk ..... | 500 grammes. |

Mix and put in collapsible tubes at once with a spatula.

This is a very soft product when made and will come off the spatula easily. Take a little at a time and give the tube a jar on the counter, which will

force the paste to the other end. It is not necessary to have a machine to fill the tubes with, although a machine will do the work quicker. After filling the tube, pinch the end tightly, overlapping it at least twice. Let the product stand in the tubes a few days before selling it, so as to give the gelatin and the calcium of the chalk time to harden, a change that takes place between the two and makes a nice paste. The cost will not be more than five cents.

Some druggists prefer flat oval boxes for tooth paste, and for this purpose use:

|                          |         |
|--------------------------|---------|
| Mass solution .....      | 360 Cc. |
| Precipitated chalk ..... | 500 Cc. |

Mix thoroughly.

## TOOTH POWDER.

A good formula for a tooth powder is the following:

|                                   |                |
|-----------------------------------|----------------|
| Precipitated chalk .....          | 500.0 grammes. |
| Menthol .....                     | 0.5 gramme.    |
| Oil of eucalyptus .....           | 0.5 Cc.        |
| Oil of wintergreen or cassia..... | 4.0 Cc.        |
| Saccharin .....                   | 1.0 gramme.    |
| Powdered Castile soap.....        | 4.0 grammes.   |

Mix the menthol and the oils before adding the other ingredients. Color with carmine, 2 grammes to 500 grammes of chalk, if a pink color is desired. Put up in regular tooth powder style. Costs from five to ten cents, according to the size of the bottle.

## TOOTH LOTION.

|                                   |              |
|-----------------------------------|--------------|
| Menthol .....                     | 0.5 Cc.      |
| Oil of eucalyptus .....           | 0.5 Cc.      |
| Oil of wintergreen or cassia..... | 1.0 Cc.      |
| Saccharin .....                   | 1.0 gramme.  |
| Solution of potassa, U. S. P..... | 16 Cc.       |
| Alcohol .....                     | 120 Cc.      |
| Borax .....                       | 8.0 grammes. |
| Water, enough to make.....        | 500 Cc.      |

Dissolve the menthol and the oils in the alcohol. Dissolve the borax in water with the liquor potassa and the saccharin. Color with compound tincture of cudbear if desired, filter, and put up in bottles. Costs above five cents per bottle.

\*Read before the Michigan Pharmaceutical Association at this year's meeting, held at Grand Rapids in August. The discussion provoked by this paper is reported in the department of "Practical Pharmacy" on other pages.



## PERSONAL.

### MR. S. H. CARRAGAN.

Not a single jobber, and few retailers, in the Eastern and Middle States need be told that the amiable owner of these lineaments is Mr. Sydney



H. Carragan, Assistant Manager of the New York branch of Parke, Davis & Co. With great difficulty we have succeeded in wringing from the modest gentleman the statement that at Saratoga Springs, N. Y., he first saw the light and that he began to play a man's part in the world as a civil engineer and surveyor in New

York City at the age of nineteen. Measuring the earth is a forlorn task to one who wants to own it, so our hero betook himself to that prolific source of millionaires, the drug business. In 1885 he became a traveling salesman for Parke, Davis & Co., "covering" New York, New Jersey, Pennsylvania, Maryland, and the six in the New England States. In 1894 Mr. Carragan was made manager of the eastern travelers of Parke, Davis & Co.; in 1902 assistant manager of their New York branch; and in 1903 Superintendent of their Boston branch.

At every convention of the National Wholesale Druggists' Association Mr. Carragan is a familiar and thoroughly popular figure. If there is any fun going on he is never numbered among the missing. That he is no hermit is evident from his membership in Manitou Lodge F. & A. M., Amity Chapter, Palestine Commandery, Kismet Shrine, Union League Club, the New York Athletic Club, and the Drug Club.

A cheery, happy disposition, a capacity for warm attachments, a native generosity of heart that delights in kindness to others, have won for Mr. Carragan a large circle of devoted friends who love the man as much as they admire the able merchant.

In response to our oft-repeated requests for biographical information, he writes characteristically: "I know I am not playing a very good part when I decline to give you a sketch of my life, but to tell you the honest truth I should much prefer to have it

written up by a friend. There is a lot I should like to say and a lot I should not care to say—guess either way. If I should say what I *think* about myself I might say too much, and I certainly do not care to 'throw myself down.' So there you are. I am carrying weight for age, but manage to come up to the post and come in with the bunch at the finish. I enjoy my friends and know where to find them. I believe in the Ten Commandments and in Parke, Davis & Co., and I am for Teddy."

## LETTERS.

### AN ELECTRICAL ADVERTISING DEVICE.

To the Editors:

I have recently devised an electric sign which was very inexpensive, but which proved good advertising. I had a frame made by a local carpenter which cost me \$1.50. It was triangular in shape, 12 inches across the base, and 24 inches long. Grooves were arranged on both sides for glass panes, and the inside was wide enough to admit the entrance and use of a 16-candle-power electric bulb. I then decorated the glass in the following manner: I pasted paper letters on it reading, "A. C. Smith's Drug Store," and then painted the whole black, afterwards removing the letters and thus leaving the legend in clear glass. White or red tissue paper was then pasted over all, and the affair was ready for use.

The framework was put on top of a post outside of the store. A 16-candle-power light was used for illumination, and I secured from an electrical supply house, at a cost of \$1.25, a small attachment which provides an alternating current. The light is turned on and off every quarter of a minute. The alternating idea is a good one and never fails to attract attention. People often come in the store and ask how the trick is done, thus showing that they have been interested by the arrangement.

Every week I change the legend on the sign. Very often I advertise some of my own specialties and have the sign read, for instance: "MAGIC HEADACHE POWDERS, 10 CENTS." This has resulted in many direct sales for our headache powder.

I am convinced that the sign is a good one, and that in my case, at least, it has yielded good advertising returns.

A. C. SMITH.

Carrollton, Mo.



## A FEW SPECIMENS.

To the Editors:

I am one of the weary horde of pill rollers, and I send along a few unique specimens of customers' orders to help cheer the lonely hours of other BULLETIN readers. The last is an order from "up the country," and when converted into United States language calls for "calomel, 5 cents; ipecac, 5 cents; and Seidlitz powder, 5 cents."

|                                                                                  |                                              |
|----------------------------------------------------------------------------------|----------------------------------------------|
| For Steve Galliga<br>Methylene Blue<br>Cap<br>No 12<br>Sig. use 3 times<br>a day |                                              |
| Lysterine<br>Iodine<br>Lysterine<br>Carbolic acid<br>Water                       | 11 1/2 g<br>1 1/2 g<br>1 1/2 g<br>5 M<br>4 g |
| Calomel<br>Ipecac<br>Seidlitz                                                    |                                              |

The second specimen is a prescription from a practicing dentist—a graduate of a Southern dental college. I think the prescription should be a monument of undying fame for the college which graduated this individual! Whether he thought the lysterine would work better if some of it was mixed in at both ends of the prescription, or whether, after he got half way through with the task of writing the prescription, he had forgotten how he began

operations, is a problem which I shall not undertake to solve. The prescription is a "beaut" to say the least.

The first prescription is quite as interesting. It is from the pen of a full-fledged practicing physician and shows the verdant condition of a great many M. D.'s. Of course no difficulty will be experienced in interpreting the prescription as calling for methylene blue capsules. The orthographic skill of the physician, however, calls for considerable admiration.

WILL B. MUSE.

## A MASSAGE CREAM.

To the Editors:

Here is a formula for a massage cream which will be found to compare favorably with some of the popular articles of the market:

|                            |            |
|----------------------------|------------|
| Glycerin .....             | 1 ounce.   |
| Borax .....                | 2 drachms. |
| Boracic acid .....         | 1 drachm.  |
| Oil of rose geranium.....  | 30 drops.  |
| Oil of anise.....          | 15 drops.  |
| Oil of bitter almonds..... | 15 drops.  |
| Milk .....                 | 1 gallon.  |

Heat the milk until it curdles and allow it to stand 12 hours. Strain it through cheese-cloth and allow it to stand again for 12 hours. Mix in the salts and the glycerin, and triturate in a mortar, finally adding the odors and the coloring. The curdled milk must be as free from water as possible in order to avoid separation.

A. A. DIXON.

Indianapolis, Indiana.

## CONCENTRATED SOLUTION OF SODIUM PHOSPHATE.

To the Editors:

I have repeatedly seen formulas in the BULLETIN for concentrated solutions of sodium phosphate. Here is one that will work:

|                                 |                  |
|---------------------------------|------------------|
| Citric acid .....               | 2 ounces, Troy.  |
| Sodium phosphate (Merck's)..... | 16 ounces, Troy. |
| Water .....                     | 4 fluidounces.   |

Heat all on a water-bath until a solution is formed; then add 1/2 fluidounce of syrupy phosphoric acid, pass through strainer, and add sufficient water to make 16 fluidounces.

The formula given on page 303 of the July BULLETIN is not correct if the author claims that each fluidrachm of the solution will contain 60 grains of the salt.

J. P. COPPEDGE, PH.G.

Loneoak, Texas.



## A NIGHTMARE.

To the Editors:

The following is the copy of a prescription which was brought to my store a few days ago. The customer said that it had been handed him by a man suffering from rheumatism, who was very particular that the original prescription should be sent back to him. He had paid \$2.50 for it, and it was a "sure cure" for the disease!

|                         |            |
|-------------------------|------------|
| Quinine .....           | 4 ounces.  |
| Turpentine .....        | 4 ounces.  |
| Coal oil .....          | 4 ounces.  |
| Spanish flies .....     | 2 ounces.  |
| Salt .....              | 8 ounces.  |
| Calomel .....           | 2 ounces.  |
| Sulphur .....           | 32 ounces. |
| Tobacco .....           | 16 ounces. |
| Alcohol .....           | 8 ounces.  |
| Balsam fir .....        | 2 ounces.  |
| Spirits of nitre.....   | 2 ounces.  |
| Ginger root .....       | 16 ounces. |
| Capsicum .....          | 2 ounces.  |
| Powdered alum .....     | 16 ounces. |
| Liver regulator .....   | 1 ounce.   |
| Soda .....              | 16 ounces. |
| Tincture of arnica..... | 1 ounce.   |
| Salts .....             | 16 ounces. |
| Apple vinegar .....     | 8 ounces.  |
| Linseed oil .....       | 16 ounces. |
| Castor oil .....        | 8 ounces.  |
| Brown sugar .....       | 32 ounces. |

Mix all in a two-gallon jar. Shake well and take a teaspoonful four times a day.

Can any of the brotherhood send a better one than this to the BULLETIN? If so, let him trot it out!

W. H. ROBERTS, JR.

Denison, Texas.

## AN EGG BEATER IN PHARMACY.

To the Editors:

I noticed in the July number of the BULLETIN a discussion apropos of zinc oxide ointment. I find that the best way to get the powder thoroughly and evenly mixed is to use an old-fashioned, everyday, crank-handled egg beater. Simply have the best oxide of zinc available (preferably Hubbuck's), have it well sifted, have the mixture for the base melted, and put the oxide in the liquid and keep the egg beater going until the product is cold.

I have never heard of anyone else using an egg beater in pharmacy. I first tried it with cold cream, and found that it made the product smooth and creamy. For a fine, smooth ointment of zinc oxide, the egg beater is to me a boon. I make six pounds of the ointment at a time.

ROSS M. PLUMMER.

Portland, Oregon.



A GROUP OF INDIANAPOLIS DRUGGISTS.—The Indianapolis druggists have a unique organization which they call "The Polar Bears." They have an interesting outing each year, and more kinds of fun are furnished than can be imagined! The leading spirits of the organization are Frank H. Carter, S. Muhl, George F. Traub, Charles Schad, and A. Timberlake. These five men initiated proceedings 25 years ago and have been on deck every year since! As usual, to use the language of one of the participants, "invitations were sent out this year to everybody in the business—regulars, cutters, and mugwumps, and the fact that over 100 were in attendance shows that whatever business differences may exist, the druggists of Indianapolis are all right when it comes to 'sociability.'" The outing was "pulled off" at Germania Park, a beautiful spot about three miles south of the city. One of the features of the day was a bowling contest between "The Polar Bears" and the organization of clerks known as "The White Elephants," resulting in a victory for the former.



## CHOCOLATE ICE CREAM.

To the Editors:

I notice a formula for chocolate ice cream on page 352 of last month's BULLETIN. I think my formula is a better one. It certainly makes an excellent product. Here is the formula:

Baker's powdered fountain chocolate 3 ounces.  
 Pure cream ..... $\frac{1}{2}$  gallon.  
 Sweet milk ..... $\frac{1}{2}$  gallon.  
 Water .....2 pints.  
 Sugar ..... $1\frac{1}{2}$  pounds.  
 Best gelatin ..... $1\frac{1}{2}$  ounces.  
 Extract of vanilla.....1 to  $1\frac{1}{2}$  ounces.

Boil the water. Sift the chocolate in order to have it free from lumps, and use water enough, added gradually, to make a smooth paste. Add the remainder of the water, stir well, put on the fire, and boil for 15 or 20 minutes. While boiling add the gelatin, keep stirring until all is thoroughly dissolved, and strain into the milk, cream, sugar and vanilla, which have been previously mixed together.

The longer the chocolate is permitted to boil, the better it will be. I find, moreover, that if the extract of vanilla contains much tonka it will improve matters to put it with the chocolate and let the two boil together.

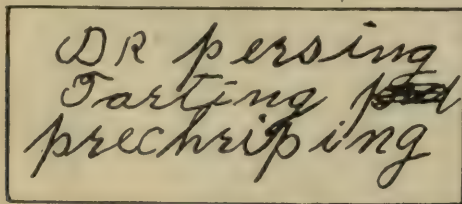
S. S. SPENCER.

Water Valley, Miss.

## A PUZZLER.

To the Editors:

I very much enjoy deciphering the illegible orders and prescriptions which are printed in the BULLETIN every month and will contribute my quota by enclosing



ing a "sticker" which we lately received. I gave the customer Dr. Pierce's Favorite Prescription after ascertaining that the medicine was for his wife.

WALTER H. FARBER.

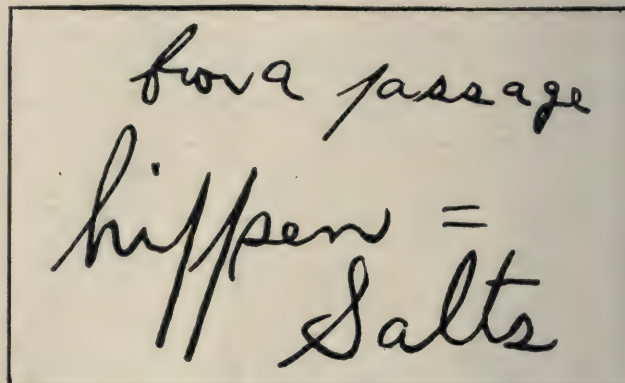
Belleville, Ohio.

[NOTE BY THE EDITORS.—We have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is delay in the appearance of their particular specimens.]

## HE WANTED NO MISTAKE MADE!

To the Editors:

I enclose a customer's order for Epsom salt



received today. It may amuse some of the readers of the BULLETIN.

W. L. MURRAY.

Aberdeen, S. D.

[NOTE BY THE EDITORS.—We have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is delay in the appearance of their particular specimens.]

## DISGUIISING THE ODOR OF CREOSOTE IN AN OINTMENT.

To the Editors:

I noticed that something was said in a recent issue of the BULLETIN concerning a method for disguising the odor of creosote when incorporated in an ointment. As I have had to fill several prescriptions calling for creosote ointment, and as I have been unable to find any information in either English or German pharmaceutical works on the subject, I have been forced to experiment along this line myself, and I have found that the following mixture will almost entirely do away with the peculiar and penetrating smell of creosote if the mixture is slowly added and thoroughly triturated with the ointment:

Balsam Peru .....1 drachm.  
 Tincture of tolu.....1 drachm.  
 Oil of citronella .....20 drops.  
 Oil of clove .....30 drops.

From one to two drachms of this mixture will be required to each ounce of the ointment.

HENRY W. MILLER, PH.G.

201 Bessie Street, Fort Worth, Texas.



## TROUBLE WITH A PILL MASS.

To the Editors:

I notice from the query on page 351 of last month's BULLETIN that "G. B. P." is having some trouble in compounding the following pill prescription:

Extract ergot .....1 scruple.  
Powdered aloes .....1 scruple.  
Powdered asafetida .....1 scruple.  
Oil of savine.....24 minims.

Please allow me to suggest my way of filling the above prescription. Take 40 grains of yellow wax, melt it by gentle heat, and when nearly cold add the oil of savine, and finally the other ingredients of the prescription. If necessary, use a small amount of mucilage of acacia to make the mass of the proper consistency.

LE ROY LEE, PH.G.

Sisson, Cal.

## SUITS THE BUSY DRUGGIST.

To the Editors:

I must say that for a busy person who has but a few moments each day to read, the BULLETIN OF PHARMACY is the most down-to-date and useful drug periodical we get. It is full of wholesome, every-day matter that can be successfully applied to one's business in a thousand ways; and current topics are very interestingly and completely handled. The

May issue is especially meritorious. It alone is worth the price of a whole year's subscription. However, I must add that at this period the "N. A. R. D. Notes" is a most essential factor for druggists who love their profession and desire to enhance the importance of their calling.

RALPH H. WOODS.

South Bend, Indiana.

## WATER A HELP IN MAKING SUPPOSITORIES.

To the Editors:

A little water, just enough to make a paste, added to the medicinal ingredients which are generally soluble in it, will greatly facilitate the making of suppositories. Make a paste with the water and medicinal ingredients first, and then add the oil of theobroma a little at a time. You will be surprised at the ease with which the mass can be manipulated, as it does not stick nearly so badly.

S. B. STURTEVANT, PH.G.

To the Editors:

Enclosed please find our renewal of the present year's subscription to the BULLETIN OF PHARMACY. A very bright journal, and one I always look for by the incoming mail!

J. HEPWORTH.

Palmerston North, New Zealand.



THE BUFFALO DANCE.—This engraving shows one of the unique pieces of statuary at the Louisiana Purchase Exposition. It is entitled "The Buffalo Dance."



## BUSINESS HINTS.

### A Neat Monthly Calendar.—

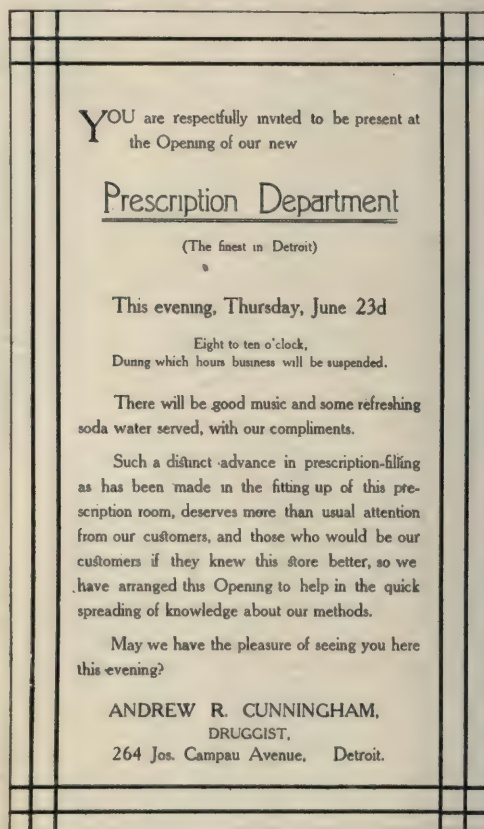
The accompanying engraving illustrates a style of calendar which Mr. R. E. Rhode, 504 North Clark Street, Chicago, issues every month. It is gotten up as a mailing card, and is stamped and addressed on the reverse side. The size is  $4\frac{1}{2}$  by  $6\frac{3}{4}$  inches. It will be seen from the illustration that there is a little pocket under the calendar proper for the insertion of a small circular, which can be pulled out by means of the bit of protruding tape. Mr. Rhode grasps this opportunity to advertise each month something especially pertinent to the season. In the present instance he was anticipating vacation wants and suggesting that "Every vacation outfit



should include a sufficient supply of Rhode's infallible hair remedy." A caustic critic might suggest that a mosquito lotion would be somewhat more appropriate, but Mr. Rhode evidently knows from experience that hair tonics are used at vacation periods. We observe that these calendars are manufactured by the Livermore & Knight Co., of Providence, R. I.

### A Mailing Card.—

Mr. Cunningham recently constructed a special prescription room in his pharmacy. An opening was held to celebrate the event, and the accompanying



card of invitation was issued as a call. It was 4 by  $6\frac{1}{2}$  inches in size, yellow in color, and printed in red and black. The address side was in blue.

### He Works the Newspapers.—

Mr. Ed. J. Rodgers, of Port Huron, Mich., is quite a hustling advertiser. Furthermore, he believes in "working" the newspapers. The following clipping from one of the Port Huron dailies will illustrate the point:

For the past few days a corps of decorators have been engaged in beautifying the interior of Ed. J. Rodgers's drug store at 927 Military street and that popular druggist now has one of the finest establishments in the city. In addition to interior decorations pains have been taken to have the various lines of stock complete in every detail and particular attention has been paid to the prescription and toilet goods department. Mr. Rodgers will hold an opening on Saturday and every lady who attends will be presented with a handsome and useful assortment of toilet articles in a neat box.



## Presidential Year Advertising.—

They are pretty shrewd down in Texas sometimes! Mr. O. Mitchell, of Campbell, Texas, has taken advantage of the widespread interest felt in the presidential and local campaigns this year to announce himself as a candidate for the druggist of his town. He has issued the following card:

|                                                                                                                         |                                                            |
|-------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|
| <b>CANDIDATE</b><br>for Druggist of Campbell.                                                                           | ● YOUR TRADE<br>AND INFLUENCE<br>● RESPECTFULLY SOLICITED. |
| <p><b>O. MITCHELL,</b><br/>         Proprietor Mitchell's Pharmacy.</p>                                                 |                                                            |
| Subject to the Commands of the People. ✱ If elected we want to paint the town with HEALTH and MILLIGAN Paint.<br>(OVER) |                                                            |

On the other side the card reads:

|                                                                                                                                                                                                                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>...Our Platform...</b><br/>         —AND—<br/> <b>POLICY.</b></p>                                                                                                                                               |
| <p>Pure Drugs.<br/>         Skillful Compounding of Prescriptions.<br/>         Polite and Efficient Service.<br/>         The Best for the Least Money.<br/>         We are best pleased when you are satisfied.</p> |
| <p>CLEANLINESS,<br/>         ACCURACY,<br/>         PROMPTNESS,<br/>         PURITY.</p>                                                                                                                              |
| <p>DID ANY CANDIDATE EVER<br/>         OFFER MORE<br/>         ?</p>                                                                                                                                                  |
| (OVER)                                                                                                                                                                                                                |

## "The Subway Druggist" Again.—

Some months ago in this department we mentioned the little drug store paper which is issued by Frank Smith of Harrisburg, Pa., and which he calls "The Subway Druggist." Mr. Smith says in

a recent letter that he hears all sorts of criticisms from people concerning the paper. He gathers them all in and cultivates the habit of getting people to talk about the journal. This gives him pointers and incidentally brings him more advertising. "I am often very much surprised," says Mr. Smith, "to find that what seems to me a poor issue apparently does more good, and creates more interest, than what I believe to be a really good number. Why? The journal pays; it yields good returns, and so I presume I ought to be satisfied as this is the object of the enterprise."

## A Novel Form of Advertising.—

W. A. Dawson thinks (*American Druggist*) that illustrated private mailing cards are a rather expensive form of advertising, considering their first cost, but they are one of the best of that miscellaneous class of business builders known as advertising novelties. Local scenes reproduced in half-tone cuts from photographs are the only embellishment needed for such cards, aside from the type matter advertising the pharmacy issuing them. The cost of getting out a series of these cards is not so great as one would imagine, while the advertising would be perpetual, practically, as the cards would be preserved and kept on view by the recipients. A new design gotten out each month for a year and mailed or distributed to prospective patrons would bring large returns on the investment in some localities. Any good printer will furnish estimates of the cost, including the half-tone plates made by some engraving house. The plates can afterward be used to illustrate a booklet or grouped to form the illustration for a calendar back, used on a blotter ad. and on many other advertising novelties.

## He Caught the Right Idea.—

In this department of the May BULLETIN we described a very neat folder apropos of flag day which had been gotten out in 1903 by William P. Herbst, of Pennsylvania Avenue and 25th Street, N. W., Philadelphia. We now observe that C. A. Potterfield, Capitol and Virginia Streets, Charleston, W. Va., has "borrowed" this folder bodily, and used it during the flag day season this year with considerable success. He acted wisely! We print specimen advertisements, and describe clever ideas, in this department for the sole purpose of having our readers adopt them in their own business, and we are always glad when this is done. Another instance of the same kind was chronicled last month.



## PRACTICAL PHARMACY.

### DISCUSSIONS AT THE MICHIGAN MEETING.

#### OINTMENT OF ZINC OXIDE.

The first few paragraphs in this department will comprise suggestions made in the various pharmaceutical discussions resulting at last month's annual meeting of the Michigan Pharmaceutical Association. Replying to Mr. Hall, whose paper on "Dispensing Notes" is published elsewhere in this issue of the BULLETIN, W. C. Kirchgessner stated that he always used a little castor oil in making ointment of zinc oxide. Hubbuck's zinc was always used for the purpose, and just enough oil was employed to rub it up with first until a smooth paste was formed having about the consistency that ground white lead possesses. "Why use castor oil?" asked Mr. John R. Muir. "Isn't lard good enough for the purpose?" To this Mr. Kirchgessner replied that anyone who has ever used castor oil is convinced of its superiority. Mr. A. L. Walker offered the comment that zinc ointment, if strained through fine muslin while it is yet hot, will be entirely free from lumps and be a very smooth product.

#### VASELIN IN OINTMENTS.

Incidentally this discussion of zinc oxide ointment led someone to ask what objection there was to using vaselin as a base in dispensing prescriptions calling for medicated ointments, and the reply

was that vaselin should never be used when it is not specifically indicated by the prescriber, because it is not absorbed and taken up by the lymphatic system. On the contrary, lard is absorbed, and this is why it is used so generally in the Pharmacopœial formulas. Frequently, of course, physicians do not desire an ointment base to be absorbed, and it is on such occasions that they specify the use of vaselin.

#### SYRUP OF FERROUS IODIDE AGAIN.

Discussing Mr. Hall's method of making syrup of ferrous iodide, Mr. Burke stated that this product would keep excellently if placed in two-ounce bottles, well corked, and these put away in paper boxes until needed. He had kept it in this way without difficulty for two years. Stanley E. Parkill observed that the product always kept better when made from rock candy syrup. A. S. Parker asserted that the discoloration arising in both syrup of ferrous iodide and syrup of hydriodic acid had been found due more often to the caramelization of the sugar than to the liberation of free iodine, and W. C. Kirchgessner further declared that this caramelization took place in every syrup containing acids. It could be avoided, he said, by the use of a 50-per-cent glycerin vehicle, but Harry B. Mason pointed out that the use of such a vehicle, being contrary to the directions of the Pharmacopœia, would be at least questionable. It is well known, he said, that one of the leading brands of syrup of hydriodic acid on the market is in fact not a syrup at all, but a glycerole, being made entirely from glycerin and containing no sugar. Such a product should be absolutely prohibited from sailing under false colors.

#### SYRUPS IN GENERAL.

While the subject of syrups was under consideration, A. L. Walker remarked that he had frequently found medicated syrups to respond to the Fehling's solution test after they had stood a while. This indicated the presence of glucose or invert sugar, and made the fact clear that the sugar of the syrup was gradually undergoing a chemical change. Mr. Walker afterwards developed the theme, in private conversation, and explained the following very interesting theory of the subject: He believes that the sugar of a medicated syrup begins a chemical change very soon after the product is prepared. The change to glucose is the first step in the process, and he believes that the oxidization continues into further stages until caramelization results. In other words,



A NOVA SCOTIA PHARMACY.—In the BULLETIN for May, 1903, two pictures were shown of the very neat and successful pharmacy of Wilbert A. Warren, Phm.B. At that time Mr. Warren was located in Sackville, New Brunswick. He has now changed his base of operations to Bridgetown, Nova Scotia, and the pictures on this and the opposite page illustrate his new pharmacy. They show the salesroom only; Mr. Warren says that his dispensing department is not entirely finished yet, but that it "is a dandy, and quite in keeping with the rest of the establishment."



it is his opinion that the formation of glucose and the development of caramelization represent different stages in the same oxidizing process. Furthermore, he even found glucose present in the freshly prepared syrups when they had been made from the moist granulated sugar of the open market. The sugar that should be employed for this purpose is the very dry and pure product prepared especially for pharmaceutical and similar uses. The whole discussion of syrups at Grand Rapids made the fact clear that medicated syrups are a much more unstable line than pharmacists generally realize, and that they should be prepared often and kept fresh.

#### WILL ALKALOIDAL SOLUTIONS KEEP?

In his paper Mr. Hall had advised druggists to keep certain alkaloidal solutions made up for convenience in rapid prescription dispensing. Doctor Prescott pointed out, however, that this was inadvisable in certain instances. Some alkaloids, particularly cocaine and the atropine group, undergo a chemical change in water. Saponification takes place. Mr. Hall replied that he was in the habit of using boric acid in some of his solutions, especially with cocaine, and to this Doctor Prescott rejoined that the change was not bacterial, but chemical, and that an antiseptic therefore exerted no influence whatever. The fungus growth which developed in some of these alkaloidal solutions is of course bacterial, and is a very different thing. The Doctor went on to state that the chemical change referred to is less pronounced in strictly neutral solutions. His remarks were received with a good deal of surprise.

#### TOOTH PASTE.

A very interesting discussion on tooth paste was provoked by Mr. Kirchgessner's paper, printed in its entirety elsewhere in the present issue of the BULLETIN. L. A. Seltzer questioned the use of Castile soap and glycerin in Mr. Kirchgessner's formula for the paste. He gave it as his experience that these two substances react and form a hard mass, to which Mr. Kirchgessner replied that in this particular formula the difficulty had been successfully overcome. Mr. Burke declared that the manufacture of tooth paste is a very difficult process. "You have to know when the consistency is just right—when the paste is just thick enough to hold the powders in suspension, and just soft enough so that it can be squeezed from the tube. You cannot have

'the drug store boy' throw the ingredients together and make the tooth paste in any old way." Asked what he meant by "moist" Castile soap, Mr. Kirchgessner replied that he kept the soap in the cellar, and that it was so soft that you could indent it with your finger. If the tooth paste was made of soap that was too hard it became thick like jelly. When the paste is first made it should be only a little stiffer than glycerin, and it becomes thicker upon standing.

#### PRECIPITATED SULPHUR.

Doctor Schlotterbeck was very much interested in the statement made by Mr. Hall to the effect that only one chemical manufacturer in the country is putting out a pure precipitated sulphur. He stated that in his work as chairman of the Committee on Adulteration he had found year after year specimens of precipitated sulphur to contain not less than 50 per cent of calcium sulphate. When informed of the facts druggists would say: "We can't buy it pure. We are helpless." "Then make it yourself," Doctor Schlotterbeck would rejoin. The Pharmacopœia specifically describes the method of its preparation, and clearly enough intimates that the druggist is expected to prepare the product in his own pharmacy. He certainly ought to do it in view of the adulterated character of the chemical upon the market.



A NOVA SCOTIA PHARMACY.—These engravings of Mr. Warren's store are so small that the beauty of the place is inadequately represented. The fittings are of quartered oak throughout, antique in finish. "Silent Salesmen" show-cases are used, together with a quartered oak working counter. "The walls," explains Mr. Warren, "are papered in an olive bronze, plain ingrain; the metal cornice is a shade lighter, running into a very light olive-tinted metal ceiling. As you can imagine, the harmony is simply perfect." Mr. Warren's store is said to be one of the handsomest in the Maritime Provinces.



# ADVERTISING TO PHYSICIANS.

An interesting discussion arose at one of the sessions of the convention concerning the proper methods of advertising to physicians. Mr. L. A. Seltzer won the manifest approval of the audience when he declared that he had always found the personal element to be an absolute necessity in successfully increasing the support of physicians. It was his custom to make a preparation which he thought would appeal to particular physicians, and then show it to them and modestly and quietly explain its virtues and bespeak its use. He had always gotten excellent results in this way. Mr. Parker expressed the opinion that one way to secure the approval of physicians was to charge good prices to the public. "People go with confidence to those business or professional men who exact good prices, believing and knowing that they will get good goods." Mr. Mason spoke of the custom of the manager of a large Chicago store in sending out a typewritten and personally signed letter each month to 400 physicians in the down-town district speaking of new goods that had been stocked during the month, or dwelling upon other important features of the store.

Mr. Webber waxed sarcastic over the whole discussion, and asserted caustically that there were just three ways in which one could win the doctor's unqualified support: "Let him help himself to the

cigar case; give him 20 per cent discount on all purchases, and extend to him all the credit he wants!" Mr. Lemen gave it as his experience that the tendency in all country towns was to "cut out the doctor" entirely. Both the druggist and the doctor follow the policy of each man for himself, and the devil take the hindmost. The druggist charges the doctor full prices for everything and asks no favors of him. Mr. Kirchgessner, in his report for the Committee on Trade Interests, declared, however, that druggists who fail to win physicians from their practice of dispensing their own medicines should jump into the breach and sell them the medicines which they insist upon dispensing. A half loaf is better than none!

## Mending Broken Graduates.—

As a general thing broken glass graduates find their way to the refuse heap, when, by the exercise of a little ingenuity, they could be made fit for use again, observes R. H. Thomas in the *American Druggist*. To repair a graduate that has had its bottom broken off, take the cover of an ointment box, lay it on a flat surface, set the graduate in this, and fill in with plaster of Paris. When the plaster has set, the graduate is again ready for use. Sometimes glass graduates are cracked their entire length and fall apart. Such breaks can be repaired by placing a stout rubber band around the top near the lip and one at the bottom of the graduate. I have patched up graduates after this fashion and used them for six years, and they seem good for a long time yet.

## Percentage of Resin in Convolvulaceous Roots.—

Attention has often been directed to the comparatively small percentage of resin at present found in jalap root. G. Weigel (*Pharmaceutical Journal*) on the ground of numerous analyses asserts that the average percentage is higher than is usually stated. Out of fifty-five lots of root twenty-eight showed from 12 to 18 per cent, the remainder mostly about 8 to 10 per cent, although the quantity fell as low as 4.6 per cent. The largest roots contain the most resin, and these are bought up by the makers of jalapin. Scammony root he finds to contain from 5.5 to 13 per cent of resin, the average being about 10 per cent, a figure that agrees fairly well with that published by Barclay (8.6 per cent). Orizaba jalap contains more than scammony root, viz., on the average of 17 or 18 per cent; the resin is identical with the resin of scammony root.



A TEXAS PHARMACY.—If the photograph from which this engraving was made had not unfortunately been rather poor, the picture would make it more apparent that the store is one of the handsomest in Texas. It is finished in white enamel throughout, has plate-glass show-cases, and is provided with plate-glass mirrors behind the show-bottles. The store is 25 feet wide and 100 feet deep. Palestine, Texas, is the home of the pharmacy, and Dr. C. S. Bratton is the proprietor and manager, although the firm name of the "Bratton Drug Co." is used. Three prescription clerks are employed, and a large business is done in soda water and cigars. Dr. Bratton himself stands in the center of the group of three figures at the left of the picture.



# BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

## Strophanthus Gratus.—

A recent paper appeared in the *Berichte der Deutsches Pharmaceutischen Gesellschaft* on *Strophanthus gratus*. The botanical side was worked up by Dr. Gilg, who emphasizes the difficulty in obtaining pure *Strophanthus Kombe* seed, and the greater difficulty in distinguishing it from the seeds of other species—the macroscopical characters of shape, color, and heaviness being of little or no value; he finds, however, that the seed of *S. gratus* can readily be distinguished from all other strophanthus seed by the eye alone. The plant inhabits the coastal regions of Upper and Lower Guinea (from the Congo River to Sierra Leone).

Dr. H. Thoms, who worked up the chemical side, has extracted the strophanthin of the *S. gratus* seeds and has compared it with an authentic sample of the ouabain of *Acokonthera Schimperi* sent him by Arnaud. He confirms the absolute identity of the two and gives the formula  $C_{30}H_{45}O_{12}9H_2$ . As Dr. Thoms believes that the different strophanthins of the different species differ somewhat from each other, he prefers to designate each one by the initial letter of its specific name, thus: G—strophanthin is from *S. gratus*; K—strophanthin is from *S. Kombe*; H—strophanthin is from *S. hispidus*.

Dr. Schedel worked up the pharmacological side. According to Dr. Schedel a crystalline strophanthin can be given subcutaneously, and as compared with digitalis it acts more quickly and produces less unpleasant symptoms. The dose is a one-per-cent watery solution given up to five drops. It is useful in all valvular diseases, weakness of the heart, and muscular degeneration.

## Echinacea a Cure for the Bites of Rattlesnakes.—

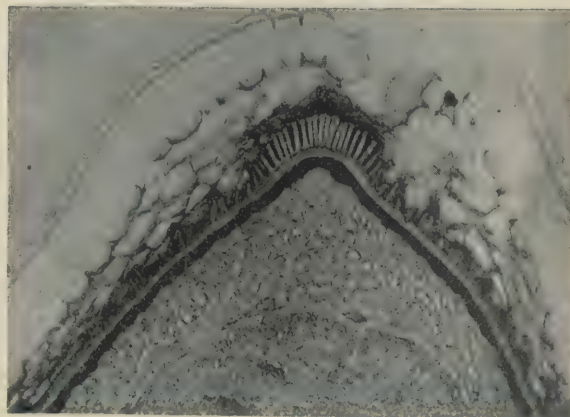
In the *Therapeutic Digest* Dr. J. W. Harvey describes a case of poisoning by a rattlesnake that was cured by the use of echinacea. He bathed the wound with the liquid and injected thirty drops into it; also kept the bandage over the wound wet with the liquid. In addition the patient was given thirty drops every two hours for twenty-four hours. Thirty drops of echinacea was given three times a day for a week. At the end of this time the patient, a boy of seven, had entirely recovered, and had at no time shown symptoms of constitutional poisoning.

## Weeds Used in Medicine.—

The Department of Agriculture has issued as Farmers' Bulletin No. 188 a pamphlet of 47 pages on the "Weeds Used in Medicine," by Alice Henkel, of the Division of the Bureau of Plant Industry, which is investigating the drug and medicinal plants of the country. Attention is called to the fact that many of the common and pernicious weeds infesting the country are useful and are largely used in medicine, but that the supply of crude drug for this purpose comes almost entirely from Europe. Instructions for collecting the desired part of the plant, drying, packing, shipping, uses, and also the prices usually paid by dealers in crude drugs, are given. The weeds are well described and are illustrated with 31 drawings. The weeds mentioned are burdock, dandelion, the docks, couch-grass, pokeweed, foxglove, mullein, lobelia, tansy, the grindelias, boneset, catnep, horehound, blessed thistle, Canada fleabane, the stramoniums, poison hemlock, American wormseed, and the mustards. The bulletin is for free distribution, and may be had on application to the Secretary of Agriculture or a member of Congress.

## Adulterated Drugs and Chemicals.—

Under this title the Department of Agriculture has issued as Bulletin No. 80 of the Bureau of Chemistry a pamphlet of 47 pages dealing with the adulteration of drugs. The adulterations are divided into four classes: (1) The conventional adulterations, such as the artificial coloring of many products either with vegetable or aniline dyes; the latter are dangerous. These changes are known and are resorted to often because the public prefer



CROSS-SECTION OF FLAXSEED.—Reproduced from a microphotograph made by Drs. G. Elgel and H. Kritzler, of Godesberg, Germany.



them to the uncolored product. (2) The accidental, such as the admixture of twigs, stems, foreign leaves, sand, etc. (3) The arbitrary, or such as are made to bring the product to meet the requirements of some arbitrary standard. (4) The intentional, or where the adulteration is premeditated, generally for monetary gain.

#### The Bacterial Origin of Vegetable Gums.—

The origin of the vegetable gums has been the subject of an extended investigation by R. G. Smith, D.Sc. He has shown that arabin and allied gums are produced by the bacteria inhabiting gum-bearing trees. He concluded that the arabin gums are therefore bacterial gums and not the products of higher plants; that different bacteria produce gums of different nature; and that the difference in the saps and temperature is probably the cause of the difference in the physical nature of the same gums.

#### A Poisonous California Shrub.—

A showy plant of the mountains of Southern California, the *Nama Parryi* A. Gray, of the Waterleaf Family, has been shown by C. F. Saunders in the *Plant World* to possess poisonous properties. The plant is often 6 feet high and has very glutinous, villous-hirsute, linear leaves 2 or 3 inches long. It produces severe, eruptive poisoning on the skin, which acts very much in the same manner as rhus poisoning. It would appear that the above report is the first record of a poisonous plant among the Hydrophyllaceæ.

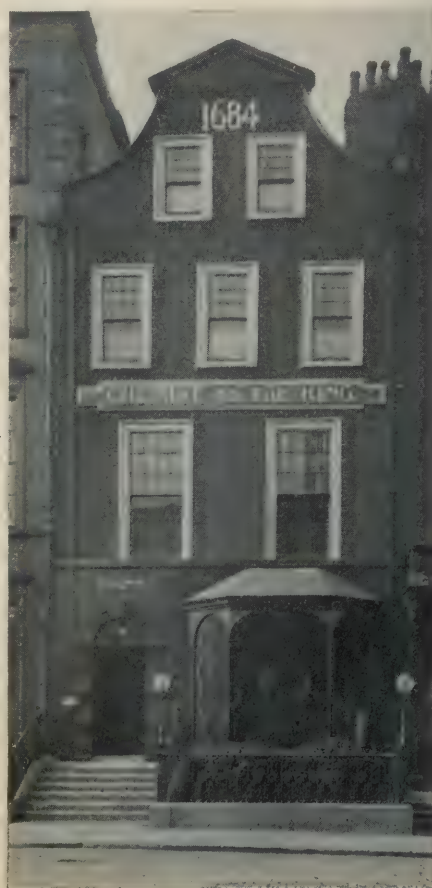
#### The Gift-apple of South Africa.—

In a recent number of the *Chemist and Druggist* Mr. D. H. Davies describes and illustrates what is known in South Africa as the gift- or poison-apple. The plant is common throughout South Africa, even growing in the public streets of the smaller towns. The fruit weighs an ounce or an ounce and a half where mature and varies in color from green to yellow, black, and gray, according to stage of maturity. It contains an acrid, bitter juice, and has even caused death when eaten. The juice causes severe inflammation if accidentally squirted into the eye. Mr. Davies says it is one of the Cucurbitaceæ, probably a wild colocynth, but judging from the illustration given we would be more inclined to place it in the genus *Solanum*, and probably in the *S. aculiatissimum* section.

## NEW REMEDIES.

#### Chrysoform.—

A French specialty, said to be, chemically, dibromiodoform-hexamethylen-tetramin. Chrysoform, it is claimed, completely replaces iodoform, having all the medicinal properties of that substance without any of its drawbacks of smell, taste, etc. It appears as a fine yellow powder, with a weak smell of iodine, and insoluble in water, alcohol, ether, chloroform and other neutral media. It may be exhibited as a powder, in emulsion, with collo-



THE OLDEST PHARMACY IN IRELAND.—The building shown in this view deserves the title used in the caption, and possibly deserves recognition also as being the oldest pharmacy in the British Empire. As the date near the top of the building indicates, the shop was established in 1684. In 1769 the owner was one Patrick Hastings, and it was during his possession that a prescription was compounded which has given the pharmacy a unique historic reputation. On the 13th of April of that year a mixture was dispensed for the Countess of Mornington, and one also for "the young child," who afterwards became the great Duke of Wellington, the hero of Waterloo. The latter prescription was as follows: Fennel water, 8 ounces; manna,  $\frac{1}{2}$  ounce; oil of anise, 10 drops; magnesia,  $\frac{1}{2}$  drachm; and syrup of roses, 2 drachms. Apparently the future general was troubled with the gripes just as the common or garden variety of baby is to-day!



dion, water and glycerin, etc.; or as an ointment or on gauze, etc.

#### Ferissol.—

A preparation resulting from the action of cin-namic acid on guaiacol. It appears as a white powder, very easily soluble in water. Given in phthisis and lung diseases generally, in doses of 12 to 14 grains internally, twice daily, also in intramuscular injections, of about 15 drops of a 10% solution. The maximal dose per diem is about 40 drops.

#### Galloparatoluid.—

Toluin gallate in crystalline form. It is soluble in hot water, alcohol, ether, etc., but dissolves in cold water with considerable difficulty. It is used in the same way and for the same purposes as gal-lanol.

#### Ichthyolidin.—

Chemically ichthyolidin is the piperazin salt of ichthyol sulfonic acid. It is a brownish-black powder, insoluble in water, but dissolves in alkaline media with ease, and has but little taste or odor. Of commercial piperazin it contains 15%, and 16% sulphur.

#### Iodoform-Aniline.—

This is a solution of iodoform in aniline oil, one part in seven. A. Gray (*Lancet*) used this solution in catarrh of the middle ear. Five drops of this substance are placed on a pledget of cotton and allowed to remain for five minutes. The pledget of cotton so saturated is introduced three or four times a week by the physician himself.

#### Kresulfol-Riedel.—

A new antiseptic, prepared by submitting 1 volume of crude cresol to the action of half a volume of crude sulphuric acid.

#### Pyrenol.—

New name for pyran (chemically, benzoyl-sodium, thymicooxybenzoate) the antipyretic recently introduced by the *Chemischen Institut Dr. Herowitz*. In the *Therapeutische Monatshefte* (1903) Dr. Emmo. Schlesinger gives the results of his clinical experience in 146 cases of fevers of various kinds, and states that in the great majority of them the temperature fell almost immediately to normal, convalescence set in, and a cure was soon effected.

Pyrenol is a sweet-tasting amorphous powder, easily soluble in water. The dose is from 50 Cgm. to 2 Gm., 3 or 4 times daily. It is used in rheumatism, gout, etc., as a nervine and analgesic; also in asthma, whooping cough, cramps of the stomach and analogous troubles.

#### Rhomnol.—

Name given in France to the nucleinic acid derived from the thymus gland of calves, exhibited in pill form, and used instead of lecithin or the glycerophosphates. The same parties who exploit rhomnol have put on the market a nutrient called rhomnoline, said to contain calcium nucleinate, rhomnogyre (mercury nucleinate), etc.

#### Trophonine.—

Name of a new nutrient, said to contain beef extract, wheat gluten, nucleoalbumins, and digestive enzymes. It is indicated in nervous fevers, disturbances of the stomach and digestive organs generally.



THE OLDEST PHARMACY IN IRELAND.—In this view are shown some of the historic old jars which constitute one of the interesting features of the pharmacy shown in the picture on the opposite page. These jars are supposed to have been used in the pharmacy at the time of its establishment in 1684. The two top rows of pots were used for oils and syrups, and will be seen to have tubular spouts. The lower row are ointment jars. In 1863 this historic pharmacy was bought by Dr. Evans, who had come to Ireland in 1824, and who had become one of the most prominent chemists in Dublin. The establishment is still conducted by Dr. Evans's sons, and is one of the most successful and prominent in the country.



## THE DRUGGIST'S SPECIALTIES

In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."

### Chlorodyne Cough Mixture.

H. M. L.—The chlorodyne cough mixture is similar to the proprietary preparation you speak of, as well as several others of like nature. It is made as follows:

|                                       |                 |
|---------------------------------------|-----------------|
| Tincture of tolu.....                 | 1/2 fluidounce. |
| Fluid extract of lobelia.....         | 1/4 fluidounce. |
| Fluid extract of cannabis indica..... | 1/4 fluidounce. |
| Sulphate of morphine.....             | .8 grains.      |
| Tartar emetic .....                   | .8 grains.      |
| Spirit of peppermint.....             | 15 drops.       |
| Boiling water .....                   | 1 fluidounce.   |
| Sugar .....                           | 14 ounces av.   |
| Water .....                           | 8 fluidounces.  |

Mix the fluid extracts, tincture of tolu, chloroform and spirit with the sugar in a bottle, and agitate them thoroughly; dissolve the morphine and tartar emetic in the boiling water and add the solution, together with the 8 ounces of water, to the sugar in the bottle. Keep tightly corked, and agitate until the sugar is dissolved.

This makes a turbid mixture. According to Fenner, a clear preparation may be made by rubbing the tincture, fluid extracts, and spirit with one-half ounce avoirdupois of carbonate of magnesia and 8 ounces of water; filter, add the tartar emetic dissolved in the boiling water, mix the chloroform with the sugar, and then dissolve the sugar and morphine in the liquid.

According to the *New Idea*, a similar preparation is made as follows:

|                                  |                |
|----------------------------------|----------------|
| Morphine sulphate .....          | .8 grains.     |
| Sugar, granulated .....          | 14 ounces.     |
| Chloroform .....                 | .60 drops.     |
| Tincture of white pine bark..... | 2 fluidounces. |
| Fluid extract of ipecac.....     | 30 drops.      |
| Magnesium carbonate .....        | 120 grains.    |
| Water .....                      | 7 fluidounces. |

Rub one ounce of sugar with the magnesia carbonate, triturate with the tincture and fluid extract, and gradually add

the water with continued trituration. Filter, dissolve the morphine and sugar in the filtrate, strain and add the chloroform.

Some care must be used in putting out cough mixtures of this character because of the amount of morphine which they contain.

### Elixir of Heroin, Terpin Hydrate, and Creosote.

O. B. C. & Son want a formula for an elixir of heroin, terpin hydrate, and creosote, or other mixture containing creosote in which the creosote will be entirely or nearly disguised. This is hardly practicable, for while the odor of the creosote may be covered, and the sharp, pungent taste modified to some extent, a preparation such as you ask for is hardly feasible. Creosote is best given in a capsule, dissolved in some fixed oil. The carbonate of creosote (creosotal) is preferable to use, because it is more readily absorbed, not so irritating, and less likely to cause stomach disturbance.

We made some experiments with a view to arriving at something that would possibly meet your requirements, or give you a start so that you could work it out yourself, and we offer the following:

|                                  |                |
|----------------------------------|----------------|
| Terpin hydrate .....             | .32 grains.    |
| Heroin hydrochlorate .....       | .2 grains.     |
| Vanillin .....                   | .2 grains.     |
| Saccharin .....                  | .3 grains.     |
| Alcohol .....                    | 1 fluidounce.  |
| Creosote carbonate .....         | .20 minims.    |
| Glycerin .....                   | 1 fluidounce.  |
| Oil of sweet orange.....         | .2 drops.      |
| Sherry wine, enough to make..... | 4 fluidounces. |

Dissolve the terpin hydrate in the alcohol by trituration, add the glycerin, in this mixture dissolve the creosote carbonate and oil of orange, add the wine to 4 ounces, and in this dissolve the heroin, saccharin, and vanillin, allow to stand for two days, shaking occasionally, and filter.

This makes a fairly good solution, containing about two-thirds minim of creosote to the drachm, about all that can be dissolved. The taste is a little sharp, but otherwise not unpleasant. We trust it will be of service to you.

### Formularies for Druggists' Use.

H. M. L.—"Fenner's Twentieth Century Formulary" is particularly good on proprietary preparations. The "Era" and "Standard" formularies are also good and not so expensive. The "Standard" gives approximate formulas for many of the leading patent medicines.



*Tooth Powder.\**

W. L. S. wants a formula for a good tooth powder, with advice as to the label and methods of introducing the product.

We published in the BULLETIN, 1901, pages 102 and 103, a formula for tooth powder, with cuts of the label, a window display, and advertising matter to use in its sale. We will reprint the formula and the circular which was sent with samples by mail to good addresses in neighborhood.

## COOBAN'S TOOTH POWDER.

|                            |               |
|----------------------------|---------------|
| Powdered cuttlebone .....  | 1 ounce.      |
| Precipitated chalk .....   | 21 ounces.    |
| Sugar of milk.....         | 7 ounces.     |
| Powdered orris root.....   | 1½ ounces.    |
| Carmine .....              | 15 grains.    |
| Powdered Castile soap..... | 1 ounce.      |
| Oil of cassia.....         | 30 minims.    |
| Oil of wintergreen.....    | 1 fluidrachm. |

Powder the carmine, use a few drops of ammonia water to form a smooth paste, add the powdered cuttlebone, and mix thoroughly; next add the chalk in portions, mixing thoroughly after each addition to secure a uniform distribution of the tint; then add the balance of the material, and rub through a No. 60 sieve. This we put up in sprinkler-top bottles, using a simple but neat label, thus:

Cooban's  
Tooth Powder  
For Cleaning and Beautifying  
The Teeth,  
B. S. COOBAN & Co.  
Druggists.

The bottle and top cost \$7.25 a gross, and the finished product 8 cents a bottle. A cheaper package might be used, lessening the cost materially.

The samples were sent out in number two drug envelopes, as follows:

—SAMPLE OF—

## Cooban's Tooth Powder

**For Cleansing and Beautifying the Teeth**

PREPARED BY

**B. S. COOBAN & CO., Druggists**

Corner 63rd and Normal Avenue, CHICAGO

\*See also article elsewhere in this issue by W. C. Kirchgessner, on "Tooth Paste, Powder, and Lotion."—THE EDITORS.

The following circular was wrapped around the sample:

## Good for the Teeth

We take pleasure in handing you a sample of our tooth-powder, which we trust will receive favorable consideration at your hands.

We have expended considerable time in perfecting the formula, and use great care in selecting and combining the material which enters into the product. We believe, therefore, that we have an ideal tooth-powder.

The principal cause of decay in the teeth is a minute organism which multiplies very rapidly, portions of food that find lodgment between the teeth being the medium for the development of this organism. An acid fermentation results, with the formation of tartar, which soon eats through the enamel, and then decay rapidly follows.

COOBAN'S TOOTH POWDER is designed to neutralize this acid, prevent the formation of tartar, and destroy all bacteria or organisms. It is a perfect dentifrice and cleansing agent. It whitens the teeth, perfumes the breath, and leaves in the mouth a delightful sensation of freshness and cleanliness.

**Price, 20 cts. per bottle.**

**B. S. COOBAN & CO., Chemists,**

**63rd and Normal Ave., Chicago.**

### *Syrup of White Pine and Tar, Mentholated.*

A. C. R.—Mr. T. W. Hansen, Deposit, N. Y., contributes the following formula; as it seems to be about what you want, and Mr. Hansen speaks well of it, we give it here. Fashion changes in cough mixtures as in everything else. The small amount of menthol added changes the old reliable white pine compound, and probably adds somewhat to its value in bronchial affections:

|                                               |                |
|-----------------------------------------------|----------------|
| Menthol .....                                 | 30 grains.     |
| Spirit of nitre.....                          | 2 fluidrachms. |
| Syrup of white pine compound and tar, 1 pint. |                |

Dissolve the menthol in the spirit, add to the syrup and mix thoroughly.

### *Liver Regulator.*

J. C. H.—According to the "Standard Formulary," the following reproduces the proprietary preparation you refer to; the crude drugs can be obtained of any wholesale drug house:

|                   |           |
|-------------------|-----------|
| Liverwort .....   | 2 ounces. |
| Leptandra .....   | 2 ounces. |
| Serpentaria ..... | 2 ounces. |
| Senna .....       | 3 ounces. |

Reduce all to a coarse powder.



*Contributed Formulas.*

A British friend contributes the following formulas:

## PAIN KILLER.

Useful in neuralgia and all nerve pains:

|                            |            |
|----------------------------|------------|
| Powdered camphor .....     | ½ drachm.  |
| Oil of cloves.....         | ½ drachm.  |
| Tincture of pyrethrum..... | ½ drachm.  |
| Tincture of capsicum.....  | 1 drachm.  |
| Tincture of aconite.....   | 3 drachms. |
| Chloroform .....           | 3 drachms. |

Mix. For external use only.

## TOOTHACHE ESSENCE.

|                                 |            |
|---------------------------------|------------|
| Creosote,                       |            |
| Chloroform,                     |            |
| Oil of cloves,                  |            |
| Oil of peppermint, of each..... | 5 drachms  |
| Oil of camphor (essential)..... | 6 drachms. |
| Phenol in crystals.....         | 6 drachms. |

Mix. This makes a clear mixture. It is a cheap and effective remedy.

*A Question of Manipulation.*

J. J. E. submits a formula for a cream, and wants to know how to put it together.

|                           |                |
|---------------------------|----------------|
| Quince seed mucilage..... | 20 ounces.     |
| Stearic acid .....        | 5 ounces       |
| Glycerin .....            | 2 fluidounces. |
| Almond soap .....         | ½ ounce.       |

Make the quince mucilage by macerating 1 ounce of quince seed in 20 fluidounces of water for 4 to 6 hours, and strain through cheese-cloth with pressure. Heat this to about 180 degrees F., add the glycerin, and in this dissolve the powdered almond soap. Melt the stearic acid, pour gradually into the hot mucilage, and stir briskly until a creamy emulsion results; then add 10 or 15 drops of the oil of bitter almond.

This makes a very good cream, rubs in well, and does not leave any greasy feeling. The principal point is to use enough perfume to cover the odor of the stearic acid.

*Straw Hat Cleaner.*

A. P. G. wants formula for a straw hat cleaner. Put up a powder containing 2 drachms of either tartaric or powdered oxalic acid. Place two powders in an envelope with the following directions:

Wash the article to be cleaned with soap and water. Dissolve the contents of one package in two tablespoonfuls of soft water, and apply with an old tooth-brush, rubbing well until all stain is removed. Dry with a soft cloth. It is best to remove the hat band, but if this is not done and the band is discolored by the cleaner, a little ammonia water will restore the color.

*White Cough Syrup.*

F. T. G. wants a formula for a white cough syrup. We presume that he desires one without color.

|                                   |                 |
|-----------------------------------|-----------------|
| Ammonium chloride .....           | 1 ounce.        |
| Codeine phosphate .....           | 8 grains.       |
| Syrup of squills.....             | 2 fluidounces.  |
| Syrup of tolu.....                | 4 fluidounces.  |
| Simple syrup, enough to make..... | 16 fluidounces. |

Mix.

**QUERIES.**

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

*Incompatibility of Borax and Glycerin.*

F. R. C. presents the following formula for criticism:

|                          |            |
|--------------------------|------------|
| Borax .....              | ½ drachm.  |
| Sodium bicarbonate ..... | ½ drachm.  |
| Listerine .....          | 2 drachms. |
| Glycerin .....           | 6 drachms. |
| Distilled water .....    | 2 ounces   |

F. R. C. remarks that "the glycerin seems to be the cause of the reaction in this prescription. Is the prescription as efficacious after the reaction?"

The incompatibility here is between the borax and the glycerin. These substances react with the formation of glycerol borate and sodium metaborate. In the presence of water, as in this particular instance, the glycerol borate is decomposed in turn, with the formation of boric acid and glycerin. In consequence of this formation of free acid, the mixture is incompatible with carbonates, but generally compatible with solutions of alkaloidal salts where borax alone would cause a precipitation. As to whether the prescription is rendered less efficacious or not by the change, it would be necessary in order to answer that question to know what purpose the physician had in mind. It is not at all unlikely, indeed, that he knew the chemical change which would result and wanted it to take place.

If you will consult the formula in the U. S. P. for glycerite of boro-glycerin you will see that this preparation is made solely through the reaction caused when boric acid and glycerin are combined.



*Elixir of Iron, Quinine, and Strychnine.*

B. D. M.—We can answer your query no better than by giving the formula for elixir of iron, quinine, and strychnine which was recently contributed to the *American Druggist* by "R. M. S., Ph. G." R. M. S. declared that in making the product by this formula no trouble would be experienced with a precipitate, cloudiness, etc. The formula, he stated, works like a charm, yielding a clear, permanent, green elixir. The formula follows:

Quinine sulphate .....512 grains.  
Strychnine sulphate .....5 grains.  
Elixir aromatic, sufficient to make a solution.

Then add:

Tr. citro-chloride of iron (N.F.)..8 ounces.  
Alcohol .....2 ounces.  
Aromatic elixir, sufficient to make....4 pints.

"This is the dosage used by this hospital and is very near to the dose of strychnine recommended in the National Formulary; while the quinine is present about twice the dose of that in the Formulary. These, of course, can be made to correspond to the N. F. very easily. I merely give the formula used by the physicians in this hospital.

"As I said before, this formula gives no trouble at all. I can easily make it in five minutes. The finished product doesn't even have to be filtered; but should be if the pharmacist has time."

*Violet Water.*

S. W., of Ireland, has been much interested in the formulas for hair tonics contributed to the July BULLETIN by Mr. H. C. Bradford, and inasmuch as one or more of these formulas calls for the use of violet water, he is anxious to secure a good formula for the latter. The following was contributed two or three years ago to the American Pharmaceutical Association by W. L. Scoville, and has since been generally accepted as excellent:

Ionone (commercial solution)....2 drachms.  
Oil of sandalwood.....4 drachms.  
Oil of neroli.....1 drachm.  
Oil of bitter almond.....8 minims.  
Oil of spearmint.....15 minims.  
Heliotropin .....1 drachm.  
Musk (artificial preferred).....2 grains.  
Tincture of civet.....4 drachms.  
Water .....2 pints.  
Alcohol .....6 pints.

Cost about \$4.75 per gallon.

Violet, more than any other odor, needs time to

develop. Ionone disappears entirely when first added to alcohol, but after a few days it begins to show its presence, and it continues to develop for some time. Most of the published formulas direct excessive quantities of ionone, and the result may be unsatisfactory, while the cost is prohibitive. Oil of orris may be used in place of ionone, using about eight times as much.

*Shoe Polishes.*

H. C. Z.—If you will consult the annual indexes of the BULLETIN for the last two or three years you will find any number of formulas for shoe polishes. A formula for a black shoe polish and cleaner, for instance, was printed in July, 1902, and was as follows:

## THE POLISH.

Soft soap .....4 drachms.  
Linseed oil .....6 drachms.  
Carnauba wax .....1 ounce.  
Aniline-blue .....10 grains.  
Aniline-black .....1 drachm.  
Oil of turpentine.....2 ounces.  
Water .....3 ounces.

Dissolve the soap in the water. Melt the wax in the oil and turpentine, and then gradually stir in the soap solution. Stir till cold.

## THE CLEANER.

Eggs .....5  
Sperm oil .....6 ounces.  
Acetic acid .....6 drachms.  
Glycerin .....6 drachms.  
Oil turpentine .....1 ounce.  
Alcohol .....5 ounces.  
Lampblack .....1 ounce.  
Water .....enough to make 30 ounces.

Beat up the eggs thoroughly with an egg-beater. Mix the oils, acid, and glycerin, and add gradually to the eggs, using the beater constantly. Transfer to a bottle and add gradually the alcohol (or wood spirit) diluted with its own volume of water; finally make up to 30 ounces with water and incorporate the lampblack.

*Cheap Tincture of Ginger.*

C. V.—A cheap "Essence of Jamaica Ginger" may be prepared after the following formula:

Jamaica ginger, ground.....16 ounces av.  
Alcohol .....8 fluidounces.

Mix, let stand for several hours, and with the same menstruum percolate to obtain 24 fluidounces. To this tincture add 2 av. ounces of heavy magnesium carbonate, shake well, and add 24 fluidounces of water, shake again, and filter. If the filtrate is turbid, add more magnesium carbonate and filter again. It deposits slightly on standing a few days, but if again filtered, it remains clear.



*A Coffee Essence.*

N. M., of New South Wales, Australia, remarks that he has tried several BULLETIN recipes for making syrup of coffee and found them all excellent. He now wants a coffee essence to put up for counter sale, and to be used for the extemporaneous preparation of coffee. We reprint for the purpose a formula devised by Mr. E. F. White, and printed along with several others on page 511 of the BULLETIN for December, 1903:

|                            |           |
|----------------------------|-----------|
| Mocha coffee .....         | 4 ounces. |
| Java coffee .....          | 8 ounces. |
| Rio coffee .....           | 4 ounces. |
| Glycerin .....             | 4 ounces. |
| Water, enough to make..... | 1 quart.  |

Use fresh roasted coffee ground fine but not powdered. Put into a vessel provided with a tightly-fitting cover, and pour over it 10 ounces of boiling water to which the glycerin has been added. Put on the cover and close tightly. Wrap the container in felt, or set it in a pan of hot water and put in a warm place for an hour and a half. At the end of this time pack in a percolator and exhaust with boiling water until one quart of the percolate is obtained. When a stronger extract is desired exhaust with less water.

"Some people," said Mr. White, "use a small quantity of salicylic acid as a preservative, but I prefer to make my extract more often and have it fresh than to depend upon anything to act as a preservative."

*Elixir of the Glycerophosphates of Lime and Soda.*

D. S. J.—At last year's meeting of the Michigan State Pharmaceutical Association W. C. Kirchgessner contributed the following excellent formula for an elixir of the glycerophosphates of lime and soda:

|                                   |                |
|-----------------------------------|----------------|
| Sodium glycerophosphate .....     | 128 grains.    |
| Calcium glycerophosphate .....    | 64 grains.     |
| Phosphoric acid, 85 per cent..... | 2 fluidrachms. |
| Simple syrup .....                | 4 fluidounces. |
| Fluid orange .....                | 2 drachms.     |
| Prune juice, enough to make.....  | 1 pint.        |

Dissolve the calcium glycerophosphate in two fluidounces of the prune juice, to which the phosphoric acid has been previously added. Dissolve the sodium glycerophosphate in the remaining quantity of prune juice, which has previously been mixed with the simple syrup and the fluid orange. Mix in two solutions and filter if necessary.

Mr. Kirchgessner explained that the difficulty in making this preparation lay in keeping the calcium glycerophosphate in solution. He had experimented with such different menstrua as sherry wine in varying proportions with alcohol, alcohol itself, sim-

ple elixir with prune juice, and the like. He had finally found the preceding formula to result in a satisfactory, permanent, and palatable elixir.

*A Tablet of Potassium Permanganate.*

A. R. H.—Let us say in reply to your query that a tablet containing potassium permanganate and the other salts mentioned by you would be impracticable from a manufacturing standpoint, and unsatisfactory as far as permanence is concerned. As you are doubtless aware, combinations of potassium permanganate with organic material are extremely dangerous to handle and very prone to decomposition. We should not deem it advisable to suggest any tablet combination containing this salt for the foregoing reasons. Potassium permanganate takes fire very frequently even when being pressed pure in tablet machines.

*Lady's Liquid Shoe Dressing.*

A formula for a lady's liquid shoe dressing was printed in June, 1903, as follows, and it will probably serve your purpose:

|                         |                 |
|-------------------------|-----------------|
| Caoutchouc .....        | 1 ounce av.     |
| Petroleum .....         | 1 ounce av.     |
| Carbon disulphide ..... | 1 fluidounce.   |
| Shellac .....           | 4 ounces av.    |
| Lampblack .....         | 2 ounces av.    |
| Oil of lavender.....    | 1 fluidrachm.   |
| Alcohol .....           | 20 fluidounces. |

Upon the caoutchouc, contained in a bottle, pour the carbon disulphide; cork well and let it stand a few days, or until the caoutchouc has become thoroughly gelatinized or partly dissolved; then add the petroleum, lavender oil, and alcohol; next the shellac in fine powder, and heat it to about 50° C., taking care that as little as possible is lost by evaporation. When the substances are all dissolved, and the liquid is tolerably clear, add the lampblack, and fill at once into small bottles.

*White Shoe Cleaner.*

J. O. W.—The only formula that we have been able to find for a cleaner for white shoes is the following, borrowed from "Pharmaceutical Formulas," published by the *Chemist and Druggist* of London:

|                      |           |
|----------------------|-----------|
| Cream of tartar..... | 2 ounces. |
| Oxalic acid .....    | 1 ounce.  |
| Alum .....           | 1 ounce.  |

Mix and direct the powder to be combined with three pints of sour milk and to be used to rub the shoes.

You might experiment with this to see if it will accomplish your purpose.



*Eau de Quinine.*

D. S. J.—The following formula is borrowed from "Pharmaceutical Formulas," published by *The Chemist and Druggist* of London:

|                       |            |
|-----------------------|------------|
| Red sanderswood ..... | ½ ounce.   |
| Orris root .....      | 4 ounces.  |
| Cloves .....          | 1 scruple. |
| Nutmeg .....          | ½ scruple. |
| Alcohol .....         | 18 ounces. |
| Water .....           | 6 ounces.  |

Macerate for a week, filter, and to the filter add:

|                             |            |
|-----------------------------|------------|
| Quinine hydrochlorate ..... | 1 scruple. |
| Eau de cologne.....         | 1 ounce.   |
| Oil of lavender.....        | 6 minims.  |
| Oil of rose-geranium.....   | 10 minims. |
| Oil of neroli.....          | 4 minims.  |
| Glycerin .....              | 1½ ounces. |
| Cochineal coloring .....    | 1 drachm.  |

Mix the cochineal with the glycerin before addi g. Set aside for two weeks and filter. Should be put in round-shouldered stoppered bottles.

*Griffith's Mixture.*

J. S.—The change which you have noted in Griffith's mixture is due to the fact that, when exposed to the air, the ferrous carbonate is changed into a ferric compound. The official solution may be kept for some time without this change if the vessel in which it is contained be well closed, but it is after all better to prepare the product extemporaneously. The finest pieces of myrrh in lump should be selected, and rubbed down for the occasion with a little of the rose water, as the powdered myrrh of commerce is often impure, and otherwise does not make a good mixture, owing mainly to its loss of volatile oil.

The familiar deposit in tincture of rhubarb has been shown to be composed largely of chrysophanic acid. It has been found impossible, we believe, to avoid this precipitation entirely. Glycerin retards and somewhat prevents it.

*Ignatia.*

H. K. W.—Ignatia is a tree native to the Philippine Islands, and the seeds were official in the U. S. P. of 1880. The latter are about an inch long, and yield practically the same constituents as nux vomica. The yield of strychnine, indeed, is somewhat larger, and for this reason the beans have often been used instead of nux vomica in the preparation of this alkaloid.

*Glycerin Suppositories.*

D. G. S.—The following formula for glycerin suppositories appears in the British Pharmacopœia:

|                         |                        |
|-------------------------|------------------------|
| Gelatin, cut small..... | ½ ounce.               |
| Glycerin .....          | 2½ ounces.             |
| Distilled water.....    | a sufficient quantity. |

Place the gelatin in a weighed evaporating dish with sufficient distilled water to cover it; let it stand for two minutes; pour off the excess of distilled water; set aside until the gelatin is quite soft; add the glycerin; dissolve on a water-bath; evaporate until the mixture weighs fifteen hundred and sixty-three grains. Pour the product into suppository moulds having capacities equal to thirty, sixty or one hundred and twenty grains of the suppository, or of such other capacities as may be required.

Each of these suppositories contains 70 per cent of glycerin.

*A Gold Combination.*

H. S. & Son submit the following prescription for criticism:

|                               |             |
|-------------------------------|-------------|
| Gold and sodium chloride..... | 15 grains.  |
| Strychnine nitrate .....      | 1½ grains.  |
| Atropine .....                | 3/10 grain. |
| Water, enough to make.....    | 60 drachms. |

H. S. & Son say they "dissolved the alkaloids in a small quantity of water with the aid of diluted hydrochloric acid, then dissolved the gold and sodium chloride in another lot of water, and mixed the two solutions. A white flocculent precipitate resulted. Can you tell us the cause?"

Any soluble salt of gold will precipitate either atropine or strychnine from solution as a double salt. There are preparations on the market which are claimed to contain gold in combination with strychnine and atropine, but no method of producing such a solution is generally known to chemists.

*Transferring Engravings to Cloth or Paper.*

S. B. W.—The liquid used for this purpose may be made by dissolving 1½ drachms of common yellow soap in 1 pint of hot water, adding when nearly cool ¾ fluidounce of spirit of turpentine, and shaking thoroughly together. Apply the fluid liberally to the surface of the engraving or other printed matter with a soft brush or sponge (being careful not to smear the ink, which soon becomes softened), and allow it to soak for a few minutes. Then well damp the plain paper, on which the transfer is to be made, place it upon the engraving, and subject the whole to moderate pressure for about one



minute. On separating them a reversed transfer will be found on the paper. The transfer will not be equal in intensity to the original, as only a part of the printer's ink is removed. If the ink be very old, a longer soaking and more pressure may be necessary.

### *Cement for Bicycle Tires.*

S. & B.—If you want a product of which a small quantity is kept in the tire for the purpose of automatically healing a puncture, we may say that the article usually employed consists of glycerin holding gelatinous silica or aluminum hydrate in suspension. Three volumes of glycerin are mixed with one volume of liquid water glass, and an acid is stirred in. The resulting jelly is diluted with three additional volumes of glycerin, and from four to six ounces of this fluid is placed in each tire. In case of a puncture, the internal pressure of the air forces the fluid into the hole, which it closes.

Regular tire cements are made after the following formulas:

1. Isinglass,  $\frac{1}{2}$  ounce av.; gutta-percha,  $\frac{1}{2}$  ounce av.; caoutchouc, 1 ounce av.; carbon disulphide, 4 fluidounces. Mix and dissolve.

2. Caoutchouc, 2 ounces av.; resin, 140 grains; shellac, 100 grains; carbon disulphide, a sufficient quantity to dissolve the other ingredients.

3. Crude rubber,  $\frac{1}{2}$  ounce; carbon disulphide, 4 ounces. Macerate 24 hours, and then add a solution of resin, 1 ounce; beeswax,  $\frac{1}{4}$  ounce; carbon disulphide, 4 ounces.

### *White Liniment.*

H. B. S. & Son.—

Castile soap, powder.....2 ounces av.  
Oil of origanum.....2 fluidounces.  
Oil of turpentine.....2 fluidounces.  
Yolks of eggs.....4.  
Camphorated oil .....2 fluidounces.  
Ammonia water .....8 fluidounces.

Another good formula is that given in the Pharmacopœia for "ammonia liniment."

### *Disguising the Taste of Quinine.*

F. C. F.—The fluid extract of yerba santa is the best covering for the taste of quinine. You might also try the following formula, borrowed from "Pharmaceutical Formulas:"

Quinine sulphate .....10 grains.  
Diluted sulphuric acid.....10 minims.  
Saccharin .....2 grains.  
Peppermint water, enough to make 4 ounces.

### *Milk of Magnesia.*

F. K.—This product may be prepared after the following formula:

Magnesia, calcined, light.....510 grains.  
Glycerin .....3½ fluidounces.  
Water .....11½ fluidounces.

Triturate the magnesia with the water, adding it gradually, and then add the glycerin.

### *Lactated Pepsin.*

D. G. S.—The following formula has been published as resulting in a satisfactory preparation:

Pepsin .....48 grains.  
Pancreatin .....36 grains.  
Diastase .....3 grains.  
Hydrochloric acid .....4 drops.  
Lactic acid .....4 drops.  
Milk sugar .....240 grains.

### *Short Answers.*

E. L. G.—It is our impression that the word "Sundae," used at the fountain to designate ice cream upon which some syrup has been poured, is derived from the name of the man who invented the dish—hence the capitalization and the peculiar spelling. It has been stated on the contrary, though, that the concoction should after all be spelled "Sunday," and that it was given this name on the Sabbath day in towns where it was either illegal or considered immoral to sell soda fountain drinks.

W. F. H.—We are not able to give you a formula for the proprietary preparation mentioned. Recipes for toilet articles have appeared with great frequency in the BULLETIN, however, and you could probably find what you want by referring to the back numbers.

E. C. H.—The solution of carbolic acid in glycerin and alcohol, used by the Chicago druggists in compliance with the terms of the new ordinance in that city, and resulting in the saving of a life on one recent occasion, is simply a mixture containing equal parts of all three substances by measure.

C. S.—Your query calls for a degree of expert and special knowledge which we are not able to bring to bear upon it, especially since it refers to an industry quite removed from the drug business.

E. E. C.—We are not able to tell you how the preparation of ginger root mentioned by you is prepared.



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## EDITORIAL.

### THE KANSAS CITY MEETING.

The significance and value of this year's meeting of the American Pharmaceutical Association, held last month in Kansas City, lies in the initiation of several lines of work looking towards the elevation and maintenance of educational standards. It was pointed out in the address of one of the section chairmen that during the past year pharmacy had entered definitely upon an era of higher education. The movement for State legislation, entered upon thirty years ago, had been brought to a close by the action of Congress in providing Indian Territory with a statute, and the next step in the legislative process had been immediately taken by New York in the enactment of a "prerequisite" law making graduation in pharmacy compulsory and establishing a certain standard of preliminary edu-

cation. Minnesota and Pennsylvania were under promise to obtain similar legislation as early as possible, and other States would fall in line from year to year until the movement should reach its culmination. Moreover, two of our leading independent colleges had become affiliated with universities during the year; and from these and other phenomena it had become evident that the conditions augured well for the future of educational pharmacy.

Bearing in mind these changes of the past twelve-month, it will be recognized as most pertinent and timely that the A. Ph. A. should come forward just at this time with a varied educational programme. Its action was quite unconscious and unpremeditated, and may even now not be fully realized; but large bodies are rarely anything but instinctive, and they often reflect the temper and need of the time with an accuracy which is as surprising as it is unconscious. But what was done at Kansas City that will aid and foster the change now taking place in the educational fortunes of the calling? Several things:

1. Quite by accident, and as the result of a discussion over preliminary requirements, it was voted to have a special committee draw up a model or specimen "prerequisite" law; and the pharmacists of the country will be urged to secure the passage of this measure in their several States at the earliest practicable moment.

2. A "National Association of Boards of Pharmacy" was created which is bound to exert a most salutary influence in the elevation of examination standards, in bringing about a uniformity of State legislation, and in clarifying the atmosphere generally. The creation of this body means a long step ahead in the equalization and advancement of standards.

3. After four or five years of preliminary sparring, the "Conference of Pharmaceutical Faculties" for the first time established its requirements for membership. They are not high, but they represent a start, and they can be advanced from time to time.



What effect can such action have upon educational pharmacy? This: In time it will be realized that the colleges outside the Conference are colleges of inferior standing, and the boards of pharmacy of the country, gathered in a national council which makes uniform action possible, can and doubtless will refuse recognition to such institutions under the prerequisite laws, thus seriously curtailing if not prohibiting their operations. The commanding influence wielded by the Association of American Medical Colleges indicates what the Conference of Faculties can do if it acts wisely and does not proceed with too great haste.

4. In this new era of compulsory graduation, when the colleges are to play a more and more important part, it is essential that scholastic conditions be made as uniform as possible. It is therefore important that Professor McGill pointed out what chaos exists in the granting of the different degrees, and gratifying that committees were appointed by both the Section on Education and Legislation and the Conference of Pharmaceutical Faculties to wrestle with the problem and next year report some feasible scheme whereby ultimately a given degree will mean approximately the same wherever granted.

By its action in these four particulars, not to mention other proceedings of lesser importance, the American Pharmaceutical Association began work at Kansas City which is sure to prove of benefit to the future of educational pharmacy—and therefore to the profession itself. But let us not overestimate the possibilities. Let us not expect any sudden or radical improvement. That progress which is sure is invariably slow; and if Rome had been built in a day it would not have endured so many centuries.

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#### PRELIMINARY REQUIREMENTS: AN IMPORTANT DEBATE.

The considerations of the preceding editorial lead us to remark that one of the most interesting and likewise important discussions at Kansas City was that over the question of preliminary requirements in the Section on Education and Legislation. It was expected that the issue would be fought out thoroughly, for Prof. W. M. Searby, of the California College of Pharmacy, had practically served notice that he would seek to have the Conference of Faculties provide that its members should demand more and more of high school work from year to year until by 1910 the full course should be exacted.

As it developed, Professor Beal had profited by the warning, and when the discussion ensued he opened with a fire from heavy guns which effectively kept the aggressors outside the breastworks.

Dr. Albert Schneider, of the California College, represented the cause of Dr. Searby in the latter's absence, and read a paper before the Section on Education and Legislation in which he declared that most of the independent colleges of pharmacy, even the largest and most prominent, required only a grammar school education of their students, and often even less; that it was impossible to teach such students pharmacy as it should be taught; and that the colleges of the country should heroically take the only right and honest stand and insist upon higher entrance requirements.

Professor Beal replied in a paper in which he agreed that a high school requirement was necessary and extremely desirable, but in which he expressed the positive opinion that it could not be obtained in the manner suggested by Dr. Schneider. For if the good colleges were to demand a high school education, students would merely pass on and enter the open and hospitable doors of the poorer schools. The cause of education would thus be retarded instead of advanced. On the other hand, if we secured first the enactment of prerequisite laws—laws which demanded certain standards of colleges and therefore refused recognition to poor institutions—we would make it possible for self-respecting schools to do what they should really like to do, but which it would be suicidal for them to attempt under existing conditions. Meanwhile, thought Professor Beal, the situation is not so deplorable as it would seem: a good college, although compelled to receive poorly-prepared students, can "pluck" them at the end of the first year, or when they come up for graduation, if they prove unable to acquit themselves creditably.

Professor Beal's position was supported with some enthusiasm by the audience generally, and particularly by most of the teachers present. Professor Anderson spoke warmly of the paper and expressed the belief that prerequisite legislation offered the only remedy in sight; Professor Hallberg offered remarks in much the same strain; Professor Caspari heartily approved of the view that colleges have the power to correct the evil very largely by virtue of their "plucking" power; and others followed with similar opinions.

But there was not entire agreement with Pro-



fessor Beal. Mr. Ford, of Denver, asserted pointedly that if the colleges did their duty they would not compel students to waste considerable money and a year or two of time before finding out that they were not prepared to study pharmacy successfully. Dr. Kremers, in one of the most forcible and eloquent speeches of the debate, declared that the colleges were wrong in their fear that they would lose students so largely by increasing their requirements; that Professor Remington, dean of the largest college in the country, had said more than once that every advance in his institution had been followed by an increase in the number of students; that pharmacists appreciate heartily what is done to elevate their standing; and, at any rate, that the colleges of pharmacy owed themselves a duty in this connection which they should discharge manfully.

Dr. Kremers realized, however, that the tide was against him, and recognizing that Professor Beal's programme was extremely desirable for its own sake and looked towards the end which he desired, though with less promise of speed, he quickly adapted himself to the situation and offered a motion that the association urge upon its members the enactment of prerequisite laws in their several States at the earliest practicable moment. This motion was afterwards so amended that a committee was ordered appointed to draft a specimen measure for approval next year at Atlantic City. Thus ended a debate of great interest and importance.

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#### "A REMARKABLE LAW."

Massachusetts has for ten years now had on her statute books one of the most remarkable and salutary laws in the United States—a measure giving the Board of Pharmacy supervision over the issuance of liquor licenses to pharmacists. Singularly enough, however, the history of the bill, and the actual results which it has yielded in practice, have never been fully set forth until a paper, written by Secretary Nixon of the Board, and read by President Hoyt, was presented last month at Kansas City before the Section on Education and Legislation of the American Pharmaceutical Association. This paper is one of absorbing interest, and we have pleasure in printing it on other pages of the present issue of the BULLETIN.

Massachusetts is a "local option" State. In certain towns and cities it therefore happens that the sale of liquor is legally prohibited of every one save druggists; and an opportunity is thus afforded

of doing a lively and profitable business which the black sheep in the flock are quick to grasp. Previously to the enactment of the special law under consideration, liquor drug stores increased so rapidly, and so many were opened at the instigation and with the money of wholesale liquor dealers, that the pharmacy of the State was in danger of becoming a stench in the nostrils of all decent citizens.

Mr. Sheppard deserves a resplendent crown of jewels for realizing the danger and averting it with courage and resourcefulness. He secured the passage of a law providing that druggists must first secure "certificates of fitness" from the Board of Pharmacy before they could be granted liquor licenses by the local boards of selectmen; and this measure was afterwards so amended that the Board had power also to suspend the registration certificate of a druggist found guilty of violating the liquor law by a court of competent jurisdiction. What has been the result? Read the eloquent figures contained in Mr. Nixon's paper!

In 1894 there were over 1800 drug stores in the State. In 1904, despite the great increase in population, there were but 1530! The first year of the law's operation, 103 stores were closed; and the total number put out of business up to the present year was 422. During the ten years 1319 "certificates of fitness" have been refused; 455 persons have been prosecuted; 397 of these have been convicted; 28 registration certificates have been revoked; 101 have been suspended; and in only eight instances has the Board deemed it justice to restore these suspended or revoked certificates.

This history of the Massachusetts law is of particular interest just now because the pharmacists of Michigan and Connecticut are about to attempt the enactment of similar measures. Michigan, unlike Massachusetts, is not a local option State, but there are conditions which put much the same temptation in the path of the druggist, and in this respect the situation is very similar. High license obtains: a saloon-keeper pays \$500 annually; a druggist pays \$25; and it naturally follows that many persons are inspired with an ambition to blossom out as pharmacists. It saves them \$475 annually! In some towns in the State—not in all—there is great abuse of druggists' liquor privileges, and for years the leaders in the State Pharmaceutical Association have felt that the Massachusetts idea should be adopted and the blot removed from the pharmaceutical escutcheon. A measure was approved at this year's meeting of the association which contains a liquor clause



giving the Board of Pharmacy power to suspend the druggist's registration certificate, but not embodying that feature of the Massachusetts statute which provides for the issuance of "certificates of fitness" prior to the obtainment of a liquor license.

Through a combination of circumstances which involved no opposition to the liquor clause, a general form of pharmacy law having practically the same liquor provisions failed of enactment two or three years ago in the Michigan legislature. Every friend of honest and moral pharmacy in the State hopes the present attempt will be successful, and there is not much doubt that it will be.

#### TO OUR READERS.

We believe our readers will feel grateful that we have devoted a large part of our space in the present issue to the Kansas City meeting of the American Pharmaceutical Association. To the pharmacist fortunate enough to attend the annual gatherings of this great association they prove of value and interest in a thousand ways, and provide him with a post-graduate course in the commercial, dispensing, scientific, historical, educational, and legislative branches of his calling. To those who cannot go we strive to bring the meeting and lay it before them in their stores, in order that their enjoyment and profit may be as great as possible.

On page 404 we present, not the customary dry-as-dust "minutes" of the meeting, but a chatty and we hope readable editorial review of its important features. Following this several pages are devoted to portraying the "lighter side" of the convention and particularly to the presentation of a number of "snap-shot" photographs that can scarcely fail to prove entertaining. Then come several papers read at the convention, such as the address of Chairman Harry B. Mason before the Section on Education and Legislation, the paper by Mr. Nixon on "A Remarkable Law," another by M. I. Wilbert on "An Adjustable Label Drawer," and still another by W. A. Dawson on "An Advertising Suggestion." In the department of "Practical Pharmacy" are gathered together a considerable number of the dispensing and manufacturing hints that developed in the pharmaceutical discussions; and, finally, the effort has been made in this month's group of editorials to set forth the more significant and valuable work of the convention as it affects the welfare and the future of the calling.

## THE MONTH.

### THE CARBOLIC ORDINANCE IN NEW YORK CITY.

The great event of the last month in pharmacy has of course been the Kansas City meeting of the A. Ph. A., to which this number of the BULLETIN is very largely devoted. In addition to this there have been three or four quite sensational developments of pharmaceutical interest. The druggists of Greater New York are very much incensed because the Health Department has sought by ordinance to prohibit the sale of carbolic acid at retail in solutions stronger than 5 per cent except upon physicians' prescriptions. The Kings County Society has appointed a committee to confer with the Department in an effort to have the obnoxious ordinance repealed. It will be remembered that a similar ordinance was enacted by the City Council of Chicago some months ago, and that it has proved very satisfactory to the druggists. Possibly, however, the difference in the attitude of the pharmacists of the two cities may be explained by the fact that the Chicago ordinance permits the sale of the acid in solutions of greater than five-per-cent strength if it is admixed with equal quantities of alcohol and glycerin. Or perhaps the Chicago druggists realize that the great extent to which the acid is used for suicidal purpose makes it desirable to surround the sale of the substance with limitations. The New Yorkers, on the other hand, believing that it is folly to try and defeat the purposes of persons of suicidal intent, ask satirically, "Why not surround the sale of revolvers with restrictions?" Meanwhile it seems quite likely that a carbolic ordinance will be enacted soon in St. Paul. [Since the foregoing was written we have learned that the Manhattan Pharmaceutical Association decided by a close vote to support the ordinance, so that the New Yorkers are divided among themselves.]

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### THE "BLUE LAWS" AGAIN.

Another sensational situation developed a few weeks ago in Pittsburg, Pennsylvania, like most of the Eastern States, has on her statute-book some of the old "blue laws" enacted during colonial times, and every once in a while preachers and other persons of sincere but unreasonable and impracticable notions take a hand at securing their enforcement. A number of retail dealers of various kinds in Pittsburg were recently made the subject of pros-



ecution, and among others were several druggists. One druggist was arrested because he had sold a tooth-brush on Sunday! The Western Pennsylvania Retail Druggists' Association immediately took the thing in hand, raised a fund for defense purposes, and prepared to carry the fight to a finish. Unexpectedly, however, the whole crusade was brought to a sudden stop. A large crowd became incensed at the way in which the three or four detectives of the reformers were behaving, and one day chased them up the street from the court house in characteristic western style. One of the detectives shot into the crowd and killed an innocent bystander. This was too much for Pittsburg, especially since the reformers refused absolutely to pay for the burial of the dead man or to render any material assistance whatever to his wife. The city had had enough of this kind of reform, and the misguided zealots found it necessary for their health's sake to retire into concealment.

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#### THE CALIFORNIA SENSATION.

The month has witnessed still a third rather sensational event. Out in California, as our readers know, serious charges have been brought against the State Board of Pharmacy. During the last few weeks a committee appointed by the governor to investigate the situation has held most interesting hearings. At this distance it is impossible to arrive at any definite decision regarding the honesty of the board. It may be said, however, that some of the testimony has sounded very incriminating. Several witnesses declared that in a recent board examination one of the candidates, a young woman, was seen to "take a book on toxicology out of her stocking and, after using it herself, pass it along to others." For reasons which it would not be modest to give in detail this particular incident is difficult of credence. There was much testimony of a similar nature introduced to show that the examinations had been conducted carelessly, and that, furthermore, certain students had been notified beforehand what the questions would be. It was several times testified that the teachers of a particular school were allowed free intercourse with the candidates during the examination. An attempt was made to show also that the board had managed to remain in continuous session over long periods of time in order to increase their earnings, and Dr. Searby, who resigned from the board two or three years ago, was brought on the stand to confirm this charge.

#### THE CHEMISTS.

During the week that the A. Ph. A. was holding its convention in Kansas City, the Society of Chemical Industry was meeting in Greater New York. Several distinguished European scientists were in attendance, such as Sir William Ramsay, president of the Society; Prof. R. Ostwald, of the University of Leipsic; Prof. Oscar Liebreich, of the University of Berlin; and Prof. R. Möhlaü, of Dresden. Prof. Virgil Coblentz and Dr. William C. Alpers were the only prominent representatives of pharmacy present at the meeting. The research gold medal of the Society, given once every two years for "conspicuous service rendered to applied chemistry by research, discovery, invention or improvement in processes," was awarded to Ira Remsen, president of Johns Hopkins University, and a prominent member of the Society. Several days were consumed by the meeting, but most of this was spent in visiting industrial establishments in and around Greater New York, following which a large party, particularly comprising the foreign members, began a tour of the United States. They were entertained in this city on September 26 by Parke, Davis & Co., who showed them their laboratory in the morning, drove them around the city in the afternoon, and banqueted them in the evening at the Russell House.

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#### A REMARKABLE STATEMENT.

The most striking feature of the meeting of the chemists in New York City was the statement made by Sir William Ramsay at a banquet held at the Waldorf-Astoria. Sir William is well known as the discoverer of five of the newer elements: argon, helium, neon, xenon, and krypton. During the last year or two he has done much experimentation with radioactive substances; and the audience realized that he was speaking from his own personal experience when he made the remarkable prediction that chemistry was on the eve of discovering the origin of the ordinary elements—a discovery which it had been striving to make for years. He went on to say that radium under certain conditions changes into helium—a fact which upsets all our previous theories in chemistry concerning the indestructibility of the atom. This leads him to believe that "we may be on the brink of the synthesis of atoms, which may decompose into the ordinary elements." "I hope," he continued, "that this may lead us to the discovery of the origin of the ordinary elements, which may be the products of the breaking down of



radioactive elements of high atomic weight." One of the hearers remarked at this point that such transformations suggested those which the medieval alchemists attempted to perform by the aid of the philosopher's stone; and Sir William replied "Yes, this is a sort of modern alchemy." Sir William's speech was listened to with profound interest, and was greeted with "loud and prolonged cheering."

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#### THE PLATT DECISION.

It is not yet clear just what bearing the decision in the Platt case, mentioned by us last month, will have upon the fortunes of the N. A. R. D. Neither the "N. A. R. D. Notes" nor Mr. Errant, the N. A. R. D. attorney, has explained the full meaning of the decision, and the most diametrical views regarding it are expressed. It should be understood, of course, that Judge Dunn was not passing so much upon the merits of the tripartite plan as he was deciding whether or not an injunction secured a year or two ago by Platt had been violated. Furthermore, it has been pointed out that Mr. Dunn was not a regular judge of the Circuit Court, but was acting in that capacity through the temporary absence of the incumbent of the office. President Pritchard, of the N. A. R. D., says that the good Judge has political aspirations, and that he was desirous of establishing a record for defending the rights of "the poor druggist and the down-trodden workingman." Another view is that the decision really affects the tripartite plan seriously, but thus becomes a blessing in disguise inasmuch as it shows the necessity of swearing by the direct-contract method and abandoning a plan which is not less inefficient than it is illegal. Meanwhile the Platt case has been appealed by the N. A. R. D., and a reversal of Judge Dunn's decision is confidently expected.

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#### CHEAP PLASTERS.

There have been several rumors during the last month that a combination between the plaster manufacturers, said to have existed for some years, had been abandoned. At any rate the last few weeks has witnessed a severe cut-rate war among several manufacturers. One house began by sending a circular to jobbers, and a similar one to retailers, offering a material reduction in the price of its goods. Another house met the cut, whereupon the

first one went down an additional notch. This was kept up until the retail trade was given a concession of 50 per cent. Seabury & Johnson and Johnson & Johnson are reported not to be participating in the rate war, and they declare also that the agreement as to prices has not been enforced for a year past. The situation perhaps explains the peculiar conditions obtaining in California. Several jobbers of San Francisco and Los Angeles, complaining that certain manufacturers had begun selling the retail trade at jobbing prices in large quantities, made an appeal to the druggists of the State in which they asked for coöperation and agreed to sell plasters and surgical dressings at the same discount offered by the manufacturers and in any quantities.

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#### DEATH OF MR. NEAT.

One of the most prominent jobbers in the country died last month—Mr. A. E. Neat, of Louisville. Mr. Neat began his career as a drug clerk in New Albany, Indiana, and was later on a member of a firm of retail proprietors. Seeking a wider field for his abilities, he organized sixteen years ago the Neat-Richardson Drug Co., and after a prosperous existence this corporation was merged during the last year with the Peter-Bauer Drug Co., and the new house has since been known as the Peter-Neat-Richardson Drug Co. This is one of the largest and most successful jobbing houses in the country. Mr. Neat was 53 years old, and left a wife and three children. His death was due to an abscess in the abdomen, and followed an operation.

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The American members of the World's Fair jury on the chemical and pharmaceutical exhibits comprise Dr. H. M. Whelpley, F. E. Niper, and E. H. Keiser, all of St. Louis; W. R. Orndorf, Ithaca, N. Y.; Wilhelm Bodemann, Chicago; Ira Remsen, Baltimore; Peter T. Austen, New York; and James E. Davis, Detroit.

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Another anticonspiracy suit has followed the operation of the N. A. R. D. plans. The complainant this time is Walter Faulkner, of Malden, Mass., and he thinks the members of the local association and the officers of the N. A. R. D. should pay him \$15,000 for the annoyance and trouble they have caused him.



# THE GREAT CONVENTION OF THE YEAR.

**The A. Ph. A. Met Last Month in Kansas City—Professor Beal Elected President—An Important Association of Boards of Pharmacy Organized—A Historical Section Created—A Specimen Prerequisite Law Ordered Framed—Mr. Beringer Fully Vindicated—Numerous Papers of Practical Usefulness; Others of Scientific Value—A Bird's-eye View of the Week's Proceedings.**

The Kansas City meeting of the American Pharmaceutical Association began last month with an insurrection. Two wise men from the East, Mr. Wescott of Atlantic City, and

Mr. Wilbert of Philadelphia, were strongly of the opinion that final adjournment should be made Friday evening inasmuch as the convention opened on Monday afternoon, and in view of the fact that a number of people were anxious to reach the St. Louis Fair as early as possible. These disturbers of the peace invaded the secret precincts of the Council at the first session on Monday morning and presented their case. They lost. Thereupon they appealed and

year and had paid their first year's dues, but most of this money really belonged to the ensuing year, and could not therefore be properly credited to 1903-4. For this reason next year's showing will naturally be a better one.

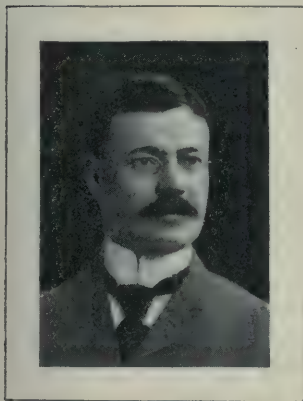
It was realized that the association must face a period of retrenchment. The Committee of Finance of the Council made four recommendations: (1) That the Council be given power to use the interest of the Proctor Memorial fund should such action become necessary; (2) that the traveling expenses of the treasurer be no longer paid by the association (a suggestion which emanated from Treasurer Sheppard himself); (3) that the salaries of all officers be reduced 20 per cent; and (4) that the annual volume of Proceedings be so condensed as greatly to decrease its cost. The first and the last recommendations were approved by the association. The second and third were disapproved. Really, therefore, the only action taken towards retrenchment was that of condensing the Proceedings, although, in addition to this, an attempt will also be made to reduce somewhat the expense of the general sessions.

## A LARGE ACCESSION OF NEW MEMBERS.

The association derives most of its money for current expenses from membership dues, and for this reason extra efforts have been put forth during the last four or five years to increase this source of income. This year 230 new members were added to the rolls, in comparison with 188 for last year—a condition which means financial improvement. Chairman William Mittelbach, of the Committee on Reception and Membership, is to be largely credited with this nice showing. In his annual report he suggested that a special agent be appointed in each city to secure members for this association, and that (presumably) payment be rendered for the service. Meanwhile it should be noted that the two special committees appointed last year at Mackinac to consider the question of membership did not report. One was charged with the duty of considering the advisability of forming local branches of the A. Ph. A., and the other was to report upon the question of having colleges of pharmacy give memberships in the association as prizes. Both committees were continued and instructed to report next year. In this connection it is of interest to note that the fiscal year of the association was changed to begin with January 1.

## THE NEW "COMMITTEE ON THE PHARMACOPOEIA."

The most interesting and exciting discussion at the general sessions was aroused by the report of Professor Hereth as chairman of the Committee on the Revision of the U. S. Pharmacopœia. Usually the reports of this committee com-



JAMES H. BEAL,  
President-elect of the A. Ph. A.

presented the question at the first general session on Monday afternoon, and had the satisfaction of an easy victory. As first arranged, the programme would have consumed all day Saturday, and there were many members who desired to spend that day at St. Louis and get a good start in viewing the Exposition.

There were an unusual number of sessions to be held this year, and the result was that many of them had to be concurrent. At times the association resembled a three-ring circus in the variety of its interests. On at least one occasion the newly-formed National Association of Boards of Pharmacy, the Conference of Pharmaceutical Faculties, and the Historical Section were all meeting at the same time in different rooms, not to mention the special session of the unofficial Diastase Section. This was all very nice for everybody except the pharmaceutical editors: they had their troubles.

## IMPORTANT FINANCIAL ACTION.

The most important question before the association in general session was that of finance. The report of the treasurer, S. A. D. Sheppard, showed that the association had conducted its business during the last year at a loss of \$1044.04. Through a fortunate increase in the value of the Ebert, Proctor and Centennial funds, however, \$630.52 had been poured into the coffers of the treasury, and, everything considered, the association was therefore \$413.52 poorer at the end of the year than it had been at the beginning. An unusual number of new members had been elected throughout the



prise suggestions for the improvement of pharmacopœial preparations. Professor Hereth departed from this rule and made several recommendations concerning changes in the character of the committee and the scope of its work which resulted in important action. The title of the committee was changed so as to conflict no longer with that of the official Revision Committee, and will hereafter be the "Committee on the U. S. Pharmacopœia." Instead of being appointed annually as heretofore, it will serve for ten years concurrently with the official Committee of Revision, and will be charged with the duty of coöperating with that committee wherever and whenever possible. The members will be appointed by the president of the A. Ph. A.; one new man will be appointed each year so as to provide for the constant infusion of new blood; and the committee will select its own chairman. The official Committee of Revision of the U. S. P. will be requested to furnish a copy of its proceedings to the A. Ph. A. Committee so that the latter can render more satisfactory and intelligent coöperation. Two other recommendations of Chairman Hereth failed of adoption: he desired that (1) the proceedings of the Revision Committee should be furnished likewise to all manufacturers of pharmaceuticals and chemicals, and that (2) the National Formulary be bound with the Pharmacopœia, or at least that the latter book contain the more important formulas of the former in order that the U. S. P. would become a more popular and salable work.

#### PRESIDENT HOPP'S ADDRESS.

President Hopp, departing from the usual custom, practically confined his address to a number of recommendations made with a view to improving the work of the association.



LEWIS C. HOPP,  
Retiring president.

He thought a Committee on Publicity should be established to secure (1) the publication of articles relating to the A. Ph. A. in the newspapers of the country; (2) to publish a small monthly news bulletin devoted exclusively to A. Ph. A. news; (3) and to enlarge the annual circular announcement of the meeting, include in it a strong appeal to join the organization, and send it to a "preferred list of druggists." This committee will be appointed. President Hopp's

recommendation was also adopted that the Historical Committee be made a section and provided with one session on the regular programme. His suggestion was disapproved that special sets of copyrighted labels for N. F. preparations be printed by the association for the double purpose of bringing revenue into the treasury and increasing the popularity of the National Formulary. It has long been felt that the Sections on Commercial Interests and Practical Pharmacy and Dispensing should follow each other on the programme so

that practical druggists who desire to attend these and perhaps ignore the rest of the meeting could do so with an economy of time: the president's recommendation to this effect was therefore heartily adopted, and the three sessions devoted to these two sections will now be held late in the week, and will cover a period of two days only. One recommendation of President Hopp was received with mingled feelings: he suggested that a special session be devoted to the installation of new officers, "to give everybody an opportunity to look his best, and particularly the newly elected officials." The Committee on the President's Address reported in favor of this idea, but the general session sat down upon it very heavily.

#### A SURPRISING N. F. RESOLUTION.

An important resolution was passed concerning the National Formulary. It has been felt for years that the association ought to be reimbursed for the extensive use which is made of the text of the N. F. by reference books, and therefore a cordial reception was given to a resolution offered by Mr. Leo Eliel, in the Section on Practical Pharmacy and Dispensing, to the effect that all publishers of such books shall turn into the treasury of the A. Ph. A. a sum equivalent to that which would result from the sale of the Formularies direct. This resolution was referred for final action to the general session, and as finally adopted by the association it read that the publishers of text and reference books who use the N. F. shall "pay a fair amount" for the privilege.

#### THE NEW OFFICERS

of the Association proper are as follows:

President—James H. Beal, Scio, Ohio.

Vice-Presidents—Philip C. Candidus, Mobile, Ala.; William Mittlebach, Booneville, Mo.; and Julius A. Koch, Pittsburg, Pa.

Secretary—Charles Caspari, Jr., Baltimore.

Treasurer—Samuel A. D. Sheppard, Boston.

Reporter on the Progress of Pharmacy—C. Lewis Diehl, Louisville, Ky.

Members of the Council—Joseph L. Lemberger, Lebanon, Pa.; F. W. Meissner, La Porte, Indiana; and Lewis C. Hopp, Cleveland, Ohio.

#### NEXT YEAR'S MEETING

will be held in Atlantic City beginning the first Monday in September. William C. Wescott will serve as local secretary.

#### THE HISTORICAL COMMITTEE.

This committee occupied a regular place on the programme Tuesday evening, and held one of the most interesting sessions of the entire week. The work of the committee was inaugurated last year at Mackinac Island, and it is evident that an interest is being developed in the history of the calling which is full of significance and gratification. The action of the Association in elevating the committee into a section and providing for one session at each regular meeting here-



after is heartily to be commended. Dr. Edward Kremers has laid out the work with insight and enthusiasm, and it is to be hoped that he will bow to the will of the Association and remain "Historian" of the new section at least for some years. Albert E. Ebert was elected chairman of the new section for the ensuing year, and Caswell A. Mayo secretary.

In opening the committee meeting at Kansas City Dr. Kremers spoke interestingly of what had been done by him personally during the year. Arrangements had been made to



DR. EDWARD KREMERS,  
Permanent "Historian."

secure all of the Proctor, Squibb, and Rice letters available, and have each set properly bound and preserved. A collection had been inaugurated of the catalogues of schools of pharmacy, and another of manufacturing pharmacists and chemists. A start had also been made towards gathering several other collections of similar material. Mr. S. A. D. Sheppard followed Dr. Kremers with an interesting description of a scrap book which he had made when local secretary

of the Boston meeting of the A. Ph. A. in 1879. Dr. H. M. Whelpley showed the first of a series of scrap books referring to the Golden Jubilee meeting of two years ago, held in Philadelphia. It is to be hoped that ultimately the Association will have contemporaneous records of every meeting, following the idea carried out by Messrs. Sheppard and Whelpley. Dr. Whelpley also exhibited a kodak album which he had begun in 1885 at his first meeting.

Mr. Ebert, who had been charged with the duty of collecting the Proctor correspondence during the year, reported that he had received 18 letters, 6 of which had been written to Messrs. Maisch, Bedford, Squibb, Sloan, Rice, and Trimble. This led him to remark that different people have letters from other important men now dead, and he said that Chairman Kremers was very anxious to have all such letters deposited with the section so that in the years to come they could be properly classified and bound. Mr. Ebert gave some interesting reminiscences of Proctor, whom he knew closely as a personal friend; and he was followed by John F. Hancock, of Baltimore, who read an excellent paper on the "father of American pharmacy." Dr. Richtmann presented a paper on "The History of Poppy Production in the United States;" J. W. T. Knox read one on "The History of the Phi Chi Fraternity" in the pharmaceutical colleges and schools, which was organized at the University of Michigan; E. J. Kennedy spoke interestingly of the druggists' directories and commencement programmes which he had been collecting for 15 or 20 years; Professor Scoville exhibited a price list which was published by the Massachusetts College of Pharmacy in 1854; and the evening wound up with a very entertaining paper by M. I. Wilbert on "The Beginnings of Pharmacy in America." Mr. Wilbert's paper was illustrated with stereopticon views.

## THE COMMERCIAL SECTION.

There was not much business before the Commercial Section this year, but three or four discussions sprang up which were among the most spirited and interesting of the entire week. Chairman Dewoody was unfortunately absent through illness, and there was no chairman's address. Mr. Charles R. Sherman, of Omaha, Nebraska, an associate officer, was made temporary chairman, and was afterwards elected chairman for the ensuing year. Robert C. Reilly, of St. Louis, was secretary, and he was re-elected to the same position. The associate officers for the next year are Messrs. O. W. Bethea, of Meridian, Mississippi; Frank H. Carter, of Indianapolis; and M. Noll, of Atchison, Kansas.

### A TELEPHONE DISCUSSION.

The first of the three papers read before the Section was entitled "Pay 'Phones or Deadhead 'Phones," and was contributed by John I. Straw of Chicago. It was a vigorous and convincing statement in favor of slot instruments, and it elicited considerable discussion. Mr. Ebert, also from Chicago, declared that the slot 'phone had brought him an annual profit of \$200, whereas he had previously been put to an expense of \$150 every year. Mr. Ward, of Denver, pointed out that formerly the druggists of his city had to pay \$10 a month for their 'phones, while now they guarantee the company receipts of \$5 a month, and themselves get 25 per cent of everything over that amount. The druggists themselves get the free use of the 'phone, and the arrangement is satisfactory to every pharmacist in the city. Mr. Hynson remarked that the conditions in Denver and Chicago might all be very well, but what could the druggists in other cities do unless the companies, in a spirit of generous and charitable condescension, should choose to grant their request? Mr. Burke, of Detroit, replied that the druggists had the remedy in their own hands. Through their organization they could demand certain things of the company and get them. By this means the druggists of Detroit had secured an arrangement whereby they get 40 per cent of all the receipts. Furthermore, customers may call up physicians free; all hospital and police calls are free; and any doctor may call up his office without expense.

### THE DRUG CLERK SHORTAGE CONSIDERED.

The next paper was contributed by Prof. James H. Beal on "The Deficiencies in the Supply of Assistant Pharmacists, and the Necessity for a Longer Probationary Period." Professor Beal held that the principal reason for the present scarcity of drug clerks was due to the fact that there were not enough legal bars in the way of clerks becoming proprietors. He thought that if the pharmacy laws could be so amended as to make it necessary for assistant pharmacists to serve for three or four years before they would be eligible for proprietorship the stringency of the clerk market would be overcome. There would be fewer proprietors and more clerks. Professor Beal's paper aroused a long and animated discussion, and only one or two of the several speakers agreed with his proposition. Mr. Hynson pointed out that artificial law could never subvert natural law, and that we could not prevent by legal statute the desire of clerks to become proprietors. Mr. Mason took the same view, and expressed the



opinion that clerks became proprietors, not because the law gave them the opportunity, but because they were naturally ambitious and desired to have their own businesses. He thought the present stringency in the drug clerk market was due primarily to the fact that clerks are compelled to work long hours and to receive "short pay." Remove these causes and the problem will be solved. Mr. Sherman expressed the same view, and told how difficult it was to get even good errand boys—the hours and the conditions of work were not favorable enough. Dr. Eccles, however, believed that Professor Beal had offered an easy solution of the problem, and Mr. Ford, of Denver, took issue with several speakers and declared that the hours of drug clerks were no longer than the hours of employees in other lines of trade.

#### FREE SERVICES TO THE PUBLIC.

Henry P. Hynson, of Baltimore, read an admirable paper on "Department Accounts." Amusingly enough, the discussion on the paper, while prolonged, bore almost no relation to the paper itself. It really became an argument over the advisability of giving the public free service in connection with the telephone, the directory, and the sale of postage-stamps. A wide difference of opinion was expressed, and the interchange of views and experiences from men all over the country proved intensely interesting. Messrs. Chas. L. Wright, of Webb City, Mo., and Otto F. Claus, of St. Louis, both spoke of stamp-collecting machines which they use with great satisfaction in their stores. The machines hand out two stamps and an envelope for 5 cents. A company owns them, charges the druggist an annual rental, and looks after them regularly. Many St. Louis druggists have them and they are universally considered very satisfactory.

#### SOME THOUGHT-PROVOKING FACTS.

The last paper on the programme was entitled "Prices and Qualities of Chemicals," and was contributed by Lyman F. Kebler, Chief of the Drug Laboratory of the Department of Agriculture in Washington. Mr. Kebler's point was that chemicals can be bought for almost any price in the market, and therefore of almost any quality. In many instances the buyer ought to realize that he is getting his chemicals at a price which makes purity absolutely impossible. Acetic ether, for instance, ranges in price from 60 cents to \$1.40 a pound. A pure product at 60 cents is out of the question; at \$1.40 it is possible to sell a pure product at a fair profit. Similarly benzoic ether ranges in price from 70 cents to \$2.60; chromic acid (C. P.) from 66 cents to \$1.90; molybdic acid from \$2 to \$5; pyrogallol acid from \$1.80 to \$3.25; methylene blue from \$1.25 to \$6; calcium nitrate from 65 cents to \$3.20; sodium hydroxide from 95 cents to \$3.52.

### SECTION ON EDUCATION AND LEGISLATION.

Much important business was transacted by this Section in the two sessions allotted to it. The chief discussion was that over the question of

#### PRELIMINARY REQUIREMENTS.

Dr. Albert Schneider, of the California College of Pharmacy, read a paper in which he held that colleges of pharmacy owed it to themselves to increase their entrance requirements at once without waiting for any outside assistance. Prof.

James H. Beal, of the Scio College of Pharmacy, presented another paper in which the ground was taken that the colleges were practically helpless: if they increased their entrance requirements inferior colleges would snap up the pupils and a loss instead of a gain would be registered. The only remedy, he asserted, was the enactment of prerequisite laws making the college course compulsory, and providing also for a certain standard of preliminary education. The third paper in the group was presented by Caswell A. Mayo, and discussed the prerequisite law which had been enacted in New York during the past year.

The issue brought before the Section by these three papers was liberally discussed for over an hour by Messrs. Schneider, Kremers, Sayre, Anderson, Wilbert, Hallberg, Caspari, Roe, and Hynson. Messrs. Schneider and Kremers, while they were heartily in favor of the enactment of prerequisite laws, insisted that the colleges ought to increase their entrance requirements without waiting for such assistance, and Dr. Kremers made a strong point when he declared that the colleges were held back by an unfounded fear that they would lose much by taking the step, whereas experience had already shown in at least the Philadelphia College that every advanced requirement had been accompanied by no loss of students. Finally, however, a resolution was passed as the sense of the entire Section that the A. Ph. A. recommend to the pharmacists of the several States that they secure the enactment of prerequisite laws at the earliest practicable moment; and a committee of five will be appointed by the chair to draft a model or a specimen measure for approval next year at Atlantic City. This resolution was afterwards approved in general session.

#### ANTI-NARCOTIC LAW ADOPTED.

One very important piece of business transacted by the Section was the final approval of "An Anti-Narcotic Law" drafted by Professor Beal and provisionally approved at the meeting last year. As finally adopted, the measure will be printed in an early issue of the BULLETIN OF PHARMACY. It met the satisfaction of the Section so thoroughly that hearty and unanimous approval was given to a substitute motion to adopt it without discussion after a pending motion had been made that each section of the bill be considered separately and subjected to whatever modification might be found necessary.

#### THE DEGREE CHAOS.

A timely and valuable paper was presented by Dr. J. T. McGill, of the Pharmacy Department of Vanderbilt University, asking "What Degrees Should be Conferred by Schools of Pharmacy?" Dr. McGill's point was that there is great confusion and chaos regarding the conferring of degrees, and that something should be done in order to bring about uniform conditions. The paper was received with great interest, discussed by Messrs. Kremers, Mayo, Hynson, and Schneider, and finally referred to the Conference of Pharmaceutical Faculties. A motion was passed also that the Chairman of the Section appoint a committee of five to consider the question and report next year; and in this connection it should be stated that a similar committee of three was appointed later on by the Conference. The two committees will work in connection, and they comprise Messrs. Caspari, Schlotterbeck, Hemm, McGill, and Schneider.



## A REMARKABLE LAW.

There has been considerable curiosity for many years to know the actual workings of the unique Massachusetts law giving the Board of Pharmacy supervision over the issuance of liquor licenses to pharmacists. This wholesome curiosity was interestingly gratified by a paper from the secretary of the Massachusetts Board, Mr. Charles F. Nixon. In the absence of Mr. Nixon the paper was read by George M. Hoyt, President of the Board. It is printed in its entirety elsewhere in the present issue of the BULLETIN. The paper was received with cordial approval and made a profound impression upon the audience. Asked where the Board got money to do the work, Mr. Hoyt replied that it came chiefly from the \$1.00 fees secured by the issuance of "the certificates of fitness." The paper was discussed by Messrs. Sheppard, Ebert, and Candidus.

## THE CHAIRMAN'S ADDRESS.

read by Harry B. Mason, was devoted to a consideration of the year's progress in the fields of education and legislation. Particular stress was laid upon the enactment of the prerequisite law in New York State, the university affiliations made during the year by the New York and Baltimore Colleges of Pharmacy, the enactment of three new anti-narcotic measures, and the Park and Macy decisions. The address is printed in full elsewhere in the present issue. It was discussed by Messrs. Schlotterbeck, Ebert, Hynson, and Kremers. Regarding university affiliation, Mr. Hynson declared convincingly that this step would mean improved standards all along the line, and he said he had been gratified at the appreciation which the Alumni had expressed over the step taken by the Maryland College. Dr. Kremers was pleased that there seemed to be the beginning of a new movement toward university connection on the part of our large, independent colleges. Some features of the two amalgamations had shown how necessary the step was.

The secretary of the Section, Mr. W. L. Cliffe, of Philadelphia, read an interesting report covering the legislation of the year, and giving also certain statistics regarding registration. A motion was passed declaring it to be the sense of the Section that the Mann bill ought to be enacted; and the following

## OFFICERS

were elected for the ensuing year:

Chairman—Harry B. Mason, Detroit (re-elected).

Secretary—W. L. Cliffe, Philadelphia (re-elected).

Associate members—J. T. McGill, of Nashville; Francis B. Hays, of New York; F. C. Godbold, of New Orleans.

## THE FULL LIST OF PAPERS

presented to the Section was as follows:

Presentation of the final draft of "An Anti-narcotic Law," by James H. Beal.

"The Consolidation of the New York College of Pharmacy with Columbia University," by H. H. Rusby.

"The History of the Massachusetts Law giving the Board of Pharmacy Supervision over Druggists' Liquor Licenses," by C. F. Nixon.

"Interstate Registration: Is it Practicable?" by W. R. Ogier.

"What Degrees should be Conferred by Schools of Pharmacy?" by J. T. McGill.

"The Advantages of Higher and Uniform Entrance Requirements to Colleges of Pharmacy," by Albert Schneider.

"The Requirement of Graduation from a High School before Admission to Colleges of Pharmacy, and of Graduation from a College of Pharmacy before Registration as Pharmacist," by J. H. Beal.

"A Commercial Course in Colleges of Pharmacy," by Henry P. Hynson.

"The Study of Phytochemistry," by Edward Kremers.

"Teaching versus Learning," by Wilbur L. Scoville.

"The Consideration of Alkaloids in Schools of Pharmacy," by W. A. Puckner.

"The Prerequisite Law in New York State," by Caswell A. Mayo.

"The Pharmacist and the Physician," by M. I. Wilbert.

"Food Legislation as Affecting Pharmacy," by R. G. Eccles.

"Pharmaceutical Legislation, with Special Reference to Anti-narcotic Laws," by Henry P. Hynson.

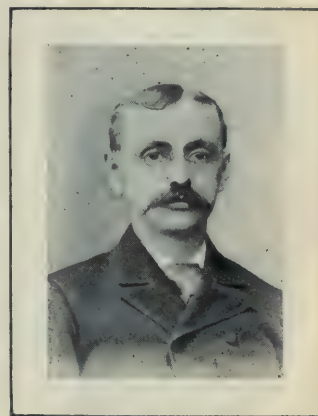
"Historical Sketch of the Establishment and Organization of the U. S. Naval Hospital Corps," by T. N. Phillips.

## THE SCIENTIFIC SECTION.

The central feature of the Scientific Section was the thorough and complete

## VINDICATION GIVEN GEORGE M. BERINGER.

It will be recalled that last year at Mackinac a specimen of dithymol diiodide (aristol) manufactured by Mr. Beringer, and contributed by Professor Coblenz to the Committee on the Drug Market, was marked to contain 37.1 per cent of matter insoluble in ether, and 27 per cent of ash, neither of which conditions should exist with an article of proper purity. In response to the request of Mr. Beringer made at the time, a special committee was appointed by Chairman Schlotterbeck for the purpose of making an investigation. The report of this committee, in the absence of its chairman, Dr. Prescott, was read at Kansas City by Dr. Edward Kremers.



GEORGE M. BERINGER.

When Dr. Kremers arose to present this report there was a feeling of great suspense. The moment was a dramatic one and charged with uncertainty. It soon developed, however, that whereas Professor Coblenz had found 27 per cent of ash in last year's sample, the three members of the committee had been able to find only 1.90, 2.04, and 2.28 per cent respectively; and that while he had found 37.1 per cent of ether-insoluble matter, they had respectively discovered but 3.8, 5.62, and 6.07 per cent. Furthermore, a specimen purchased in the open market was found to yield in the hands of the three workers, 2.65, 3.03, and 3.38 per cent of ash respectively, and to contain 11.89, 15.09, and 11.06 per cent of ether-insoluble matter. When the significance of these figures became apparent to the audience, it burst into loud and hearty applause. Mr. Beringer was vindicated!

There was some discussion as to whether the report of the committee, and the resulting debate, which was quite prolonged, should be printed in the proceedings inasmuch as all reference to the affair had been thrown out of the minutes last year at Mackinac. It was rightly felt, however, that Mr. Beringer deserved every reparation that the Association could possibly make; and it was therefore moved, at the suggestion of Mr. Cliffe, to have the matter given publicity in the proceedings. It is only fair to state that several of the speakers expressed their hearty conviction that Dr.



Coblentz had made an unfortunate mistake only, and had meant no harm to the reputation of Mr. Beringer or any other man involved in the presentation of the several samples of dithymol diiodide exhibited last year at Mackinac.

#### THE DISTINCT VALUE OF THE SCIENTIFIC SECTION

rests in the fact that it affords an arena where the pharmaceutical scientists of every stripe may meet once a year and report for one another's benefit the investigations which they have been conducting during the interim. This interchange of experience is very helpful, and it is no exaggeration to say that the Scientific Section really becomes a post-graduate institution in pharmaceutical science. The number of papers presented at Kansas City was not quite so great as had been the case in recent years, but the variety and quality were fully up to the standard. The full list of

#### PAPERS

was as follows:

- "The Relation between the Chemical Constitution and the Physiological Action of Certain Organic Bases," by Ernst Schmidt, Marburg, Germany.
- "The Quinhydrone Hypothesis of Plant Pigmentation," by Edward Kremers.
- "Chemical Examinations of Cascara Bark," by H. A. D. Jowett, London, England.
- "Notes on the Pharmacology of Cascara Sagrada and Bitterless Preparations of Cascara," by Burt E. Nelson.
- "The Introduced and Native Medicinal and Poisonous Plants of California," by Albert Schneider.
- "The Alkaloid Calycanthine," by H. M. Gordin.
- "The Peroxides," by H. W. Emerson and L. E. Sayre.
- "Epsom Salts," by M. I. Wilbert.
- "Cod Liver Oil (The Fresh, Natural Product)," by J. P. Remington, Jr.
- "Test for the Purity of Cod Liver Oil," by E. H. Gane.
- "Chemical Reagents," by Lyman F. Kebler.
- "Coöperative Work on Opium Assaying," by Lyman F. Kebler.
- "A Preliminary Report on the Presence of Nitrogen and Nitrates in Medicinal Plants," by Lyman F. Kebler.
- "Notes on the Methods of Detection of Adulteration in Olive Oil," by L. M. Tolman.
- "The Determination of Codeine in Opium," by Charles E. Caspari.
- "The Use of Potassium Biiodate for Standardizing Volumetric Solutions," by Charles E. Caspari.
- "Sodium Bicarbonate in Iodometric Determinations," by W. A. Puckner.
- "Aloes and Aloin," by A. R. L. Dohme.
- "Balsam Copaiba," by A. R. L. Dohme.
- "Fixed Oil of Mandrake," by A. R. L. Dohme.
- "Acetic Extracts," by A. R. L. Dohme.
- "A Report on the Examination of some Difficult Drugs," by Daniel Base.
- "The Curing of Leaf Drugs with Especial Reference to Their Appearances," by R. H. True and W. W. Stockberger.
- "Saponin as an Emulsifying Agent," by M. G. Keirle and H. A. B. Dunning.
- "The Need for Greater Care in the Making and Testing of Clinical Thermometers," by Caswell A. Mayo.

#### A GOOD IDEA.

The chairman of the Scientific Section, Prof. W. A. Puckner, of Chicago, made an appreciated departure from precedent in having printed in advance a programme of the Section giving not only the list of papers, but abstracts of most of them. The idea was so generally favored that a resolution was passed instructing other sections to print similar programmes in the future. The Section on Education and Legislation got out a printed programme this year also, but it did not include abstracts of any of the papers.

The address of Chairman Puckner was, through the excessive and unfortunate modesty of the gentleman himself, read by title only. It was an admirable paper and discussed "Recent Progress in Analytical Chemistry." We hope to find space for it *in toto* in an early issue of the BULLETIN. The Committee on the Drug Market rendered an interesting

report, and the Committee on the Ebert Prize declared that no paper had been found worthy of the award during the last year.

#### THE NEW OFFICERS

of the Scientific Section are E. H. Gane, of New York, Chairman; Charles E. Caspari, of St. Louis, Secretary; Daniel Base, of Baltimore, Associate.

#### SECTION ON PRACTICAL PHARMACY AND DISPENSING.

The officers of this Section were William H. Burke, of Detroit, Chairman, and E. A. Ruddiman, of Nashville, Secretary. It may be stated that

#### CHAIRMAN BURKE'S ADDRESS

contained several interesting recommendations. Mr. Burke firmly believed that the Commercial Section and the Section on Practical Pharmacy and Dispensing should be consolidated in view of the fact that both covered the field of the retailers' every-day interests, and the additional fact that the work of the Association is growing so varied that some concentration has become necessary. This feature of the address provoked an animated discussion. At first there seemed to be almost unanimous accord with Chairman Burke's view, but when "Papa"



W. H. BURKE,  
Chairman of the Section on Practical  
Pharmacy and Dispensing.

Hynson, father of the Section on Practical Pharmacy and Dispensing, arose and opposed the step with a passion which showed itself in his trembling voice, sentiment veered, and when put to a vote the motion was lost by a large majority. "Gentlemen," declared Mr. Hynson, "you see the gladdest man that ever lived on earth."

#### THE MANN BILL CONDEMNED.

Mr. Burke has the courage of his convictions, however, and in another portion of his address condemned the Mann bill with convincing force. This bill is based on the supposition that the process patent will afford the manufacturer of synthetics a sufficient degree of protection. While, however, it guarantees this in Germany, it would, according to our differing legal system which puts the burden of proof upon the inventor, fail to do it in America. The result would be that manufacturers, finding that the patent laws gave them no protection, would resort to secrecy; and the drug trade and the public would therefore be jumping out of the frying pan into the fire. "We had better bear the evils we have than fly to others we know not of." When secrecy is resorted to it must be understood, vigorously declared Mr. Burke, that no relief will ever come, whereas in the case of a patent the whole thing is thrown open to the public after a period of 17 years.



## NATIONAL FORMULARY CONSIDERATIONS.

The report of the Committee on the National Formulary provoked a long discussion over the question as to whether or not the committee should be instructed in the future to use short coined names for N. F. preparations. A motion to this effect was introduced, but was lost after it had been clearly shown that the committee, acting under the instructions received at the St. Louis meeting two or three years ago, had already done what it could rationally towards shortening and simplifying the titles. A resolution was adopted providing for the use in the N. F. of formulas in both the metric and the common systems of weights and measures—a step which will at once be seen to be an important one. Another resolution was heartily approved providing that publishers who use the text of the N. F. in reference books be made to pay for the privilege: this has already been referred to in another column.

## AN UNUSUAL PROGRAMME.

Chairman Burke had secured for the Section an unusual number of excellent papers on practical dispensing subjects. That they were appreciated was shown by the manner in which they were discussed, and by the very large attendance at both sessions of the Section—an attendance made up of practicing druggists. The full list of papers was as follows:

- "Miscellaneous Notes," compiled by Chairman Burke.
- "Elixirs of the Glycerophosphates of Lime and Soda," by W. C. Kirchgessner.
- "A New Prescription File," by M. I. Wilbert.
- "Conversion of Weights," by W. F. Jackman.
- "Tincture of Larkspur Seed," by H. M. O'Neil.
- "A Short Cut to Medicated Waters," by Thomas B. McElhenie.
- "Elixir of Carica Papaya (paw-paw juice)," by W. C. Kirchgessner.
- "Pulvis Ventriculus Callosus Gallinaceus," by W. C. Kirchgessner.
- "Wax in Suppositories," by Wilbur L. Scoville.
- "Glycerole of Hydriodic Acid," by W. C. Kirchgessner.
- "Improved Process for the Solution of Magnesium Citrate," by Emile Brunor.
- "Some Green Preparations and How to Make Them," by M. I. Wilbert.
- "An Adjustable Label Drawer," by M. I. Wilbert.
- "Some Dispensing Notes," by E. A. Ruddiman.
- "Some Commercial Aspects of Infusion of Digitalis," by W. A. Dawson.
- "Developing a Prescription Business," by William C. Kirchgessner.
- "Laboratory Notes," by W. F. Jackman.
- "Some Points in Dispensing," by H. P. Hynson.
- "Keeping a Record of Filled Prescriptions," by Martin Noll.
- "Pilular versus Powdered Extracts," by F. E. Fisk.
- "Notes," by Thomas D. McElhenie.
- "Storing Away Knowledge," by W. A. Dawson.

Abstracts of nearly all these papers, together with the points developing in the discussions, will be found elsewhere in the BULLETIN's department of "Practical Pharmacy" in the present issue. A few of the papers, however, are printed in their entirety in this number.

## THE ENNO SANDER PRIZE

of \$50 for the best paper presented before the Section last year at the Mackinac meeting was presented to George M. Beringer for his article on "Sapo Mollis and Linimentum Saponis Mollis."

At the suggestion of Professor Ryan, a resolution was passed expressing it as the sense of the Section that manufacturers or retailers performed a condemnatory act when they made a so-called "syrup" of hydriodic acid with glycerin and sold it as a syrup. It is a very easy thing to make a permanent glycerole of hydriodic acid; it is not so easy to

make a permanent syrup; and any one who dodges the issue secretly should be vigorously condemned.

## THE NEW OFFICERS

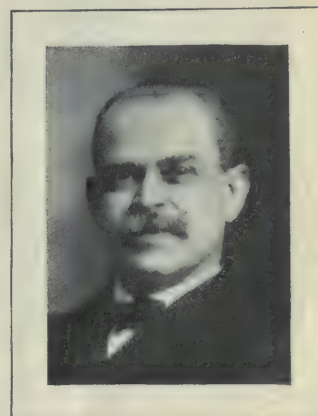
of the Section are: Chairman, Charles A. Rapelye, of Hartford; Secretary, W. C. Kirchgessner, of Grand Rapids, Mich.; Associate, Miss Amanda W. Stahl, of Chicago.

## THE CONFERENCE OF PHARMACEUTICAL FACULTIES.

This conference held a very important and protracted meeting on Thursday evening. Previous to that time the Executive Committee, in star-chamber sessions, had threshed out a number of questions and were able to present them with some definiteness to the Conference. These questions involved requirements for membership in the organization—a very important matter. During the four or five years of its history the Conference has really been getting down to the question of standards, and has up to this time not been able to make a satisfactory beginning. There have been so many interests to consider, and so many delicate questions to be handled, that it has been very difficult to take a definite stand. That a beginning has now been made is very gratifying.

The action taken at Kansas City provides that in order to be eligible to membership in the Conference a school or college must have been in continuous operation in America for at least five years; it must require of each candidate for graduation not less than 500 hours devoted to lectures and recitations, and not less than 600 hours to laboratory work—this to be given in a period of not less than 40 weeks; and it must require of each student entering the college a degree of preliminary education equivalent to that demanded by high schools. These membership requirements are not severe; on the contrary, there is not a present member of the Conference but what already complies with them; but it is felt that a start must be made—a platform must be constructed which can be built upon from time to time. The Conference is compelled to begin with what is attainable, not with what is desirable.

The paper on degrees read by Dr. J. T. McGill before the Section of Education and Legislation was referred to the Executive Committee for consideration, and a committee of three was appointed to report next year. G. B. Kauffman was elected president of the Conference; J. O. Schlottbeck, secretary and treasurer; and the Executive Committee comprises Messrs. Whelpley, Koch, Puckner, Lowe, and Kremers. All but four of the schools holding membership in the Conference were represented at the meeting.



GEORGE B. KAUFFMAN,  
President-elect of the Conference.



### THE CONFERENCE OF BOARDS.

One of the most gratifying features of the Kansas City meeting was the organization of the body to be known as the "National Association of Boards of Pharmacy." About



GEORGE REIMANN,

President of the Board Association.

thirty representatives were present from nearly as many boards, and sessions were held almost every day throughout the entire week—sometimes two or three times a day. Many subjects of mutual interest were discussed at length, and the interchange of experience and ideas would have more than justified the meeting even if nothing permanent had been accomplished. A permanent organization was created, however, and a satisfactory constitution and by-laws adopted. The Association will hereafter meet annually in conjunction

with the A. Ph. A., and that a most salutary influence will be exerted is scarcely open to doubt.

The main object of the Association is declared in the constitution "to provide for interstate reciprocity in pharmaceutical licensure based upon uniform minimum standards of pharmaceutical education and upon uniform legislation." The language of this article indicates gratifyingly that the Association does not propose to have reciprocal registration until something like uniformity of conditions is brought about in the different States. Otherwise the step would produce more harm than good. Article 2 of the by-laws provides that "upon receipt of an application for registration based upon an examination in another State, the secretary of the board shall request the secretary of such examining board to furnish a certified copy of the applicant's examination questions and ratings; provided, that in all cases the applicant shall have received a rating of 5 per cent higher than the minimum rate required by the board before which he was examined, and that said questions must be satisfactory to the board from which he seeks registration."

The officers of the National Association of Boards of Pharmacy are as follows: President, George C. Reimann, of New York State; secretary-treasurer, M. Bernstein, of Louisiana; vice-presidents, George F. Payne of Georgia, J. M. A. Lane of Oregon, and Z. B. Hopkins of Vermont. The Executive Committee will comprise M. G. Motter, of the District of Columbia; J. D. Muir, of Michigan; F. B. Lillie, of Oklahoma; and the president and secretary-treasurer as *ex-officio* members.

### THE ENTERTAINMENT.

The entertainment extended by the Kansas City people was royal. The Association has never been more delightfully received and feted. Mr. Joseph C. Wirthman certainly did himself credit as local secretary, and he had the willing and

energetic coöperation of D. V. Whitney, Major F. C. Vincent, W. M. Federmann, Paul L. Hess, August T. Fleischman, G. Q. Lake, and E. R. Rankin. Mrs. Joseph C. Wirthman, as chairman of the Committee of Ladies, was a brilliant success, and Miss Gertrude Fleischman, in the capacity of chairman of the Young Ladies' Committee, proved a gracious assistant.

It would be impossible to describe all the entertainment provided during the week. Monday evening of course opened with the customary reception and dance; Wednesday afternoon was devoted to an interesting excursion to Ft. Leavenworth, where Colonel Duncan practically turned the place over to the visitors; on Thursday afternoon there was a tally-ho and carriage drive over the Kansas City park and boulevard system, followed in the evening by a dinner and dance at Elm Ridge Club; Friday morning was given up to a trip around Kansas City on the "sightseeing cars;" and in addition to all this card parties, shopping parties, musicals, and other things were prepared especially for the ladies while their masculine appendages were in attendance upon the business sessions. That a number of the men played "hooky" and attended these feminine functions will not surprise those who are familiar with the charms of the Kansas City women.

### NOTES.

Delegates were in attendance from two alumni associations, fifteen colleges of pharmacy, twenty-nine State associations, and from the N. A. R. D. and the N. W. D. A. Furthermore, representatives were sent to the meeting by three governmental departments: the Navy, Department of Agriculture, and the U. S. Marine-Hospital Service. One of the interesting features of the last general session was the speeches made by these governmental representatives and the response from Professor Good. Mr. T. N. Phillips represented the Navy; Mr. Lyman F. Kebler the Department of Agriculture; and Second Vice-president Roehrig and Chas. Miller the Marine-Hospital Service.

\* \* \*

The attendance this year was not particularly large, although there were pretty good audiences at all of the business sessions. Many familiar faces were absent, but their places were filled with a lot of new members, and particularly with Kansas City people. The pharmacists of the city, indeed, turned out well and were especially to be found at all of the social functions.

\* \* \*

Interesting reports were rendered by Chairman Ryan, of the Committee on Weights and Measures; by Chairman Henry, of the Committee on National Legislation; and by Chairman Payne, of the Committee on the Status of Pharmacists in the Government Service. The Committee on Prizes reported that awards had not been made for the Hager and Maisch prizes, and recommended that the general prizes be either abandoned or changed in character.

\* \* \*

A resolution was passed at the instigation of John F. Hancock, of Baltimore, providing for the appointment of a committee to secure contributions looking towards the erection of a monument at Washington to the memory of Proctor, "the father of American pharmacy."



## THE LIGHTER SIDE OF THE CONVENTION.

**Personal Notes of the Kansas City Meeting of the A. Ph. A.—Some Amusing Incidents—An Abundance of "Snap-shot" Photographs—Mr. Faxon's Humorous Speech—Byplay Between Mayor Neff and Mr. Hynson.**

Mayor Neff, chief ruler of Kansas City, extended the official welcome to the Association. He was a typical western politician, but he got off one good thing when he remarked that an hour later he was to make a speech before an orphan asylum, and it occurred to him that there was more or less connection between the two bodies! This sally was greeted with a laugh. In opening his speech the mayor remarked that he could not hand over the keys of the town in traditional style because a recent organization, to which they had been given, had failed to return them. Mr. Hynson, replying to the mayor's speech of welcome, brought down the house when he remarked that no keys were necessary. He had always "heard that Kansas City was a wide-open town."

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M. I. Wilbert, the camera "fiend" at the left of the picture, has told these three conspicuous fellow-Philadelphians to stand in line and get shot, and while he is arranging his camera, the BULLETIN "artist" comes along and steals his thunder. Mr. William McIntyre stands at the left, and the other two men are W. L. Cliffe and George M. Beringer.

\* \* \*

Mr. Frank Faxon made a speech representing the N. W. D. A. in one of the general sessions, and it was a dandy! He clearly outdid his royal eminence, the mayor, who had held the boards the day before. "When I received my appointment as a member of the reception committee a month or two ago," he said, "I was told that there would be very little to do except to wear a pleasant smile. My mind immediately went back to the fearfully hot meeting of 1881 in Kansas City when it was extremely uncomfortable to wear anything else but a smile." Mr. Faxon then passed on to speak of the wonderful resources of the State of Missouri. "The hens of this State scratched out \$18,000,000 last year—enough to cover the original Louisiana Purchase and \$3,000,000 besides!" Then he took a fall out of Dr. Whelpley. "I knew this was an old and honorable Association," he declared, "but I had no idea it was so ancient until I received a circular from

Dr. Whelpley embodying pictures of the leading members of the organization, and containing, among others, portraits of Galen, Esculapius, Hippocrates, and Paracelsus!"

\* \* \*

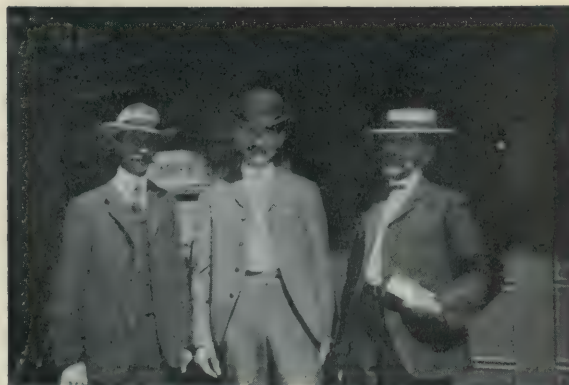


This fluffy and angelic vision of youthful loveliness was caught during the tally-ho drive on Thursday afternoon. Every young lady in the group is guaranteed to be less than 23 years old, and the party was under the charge of Miss Gertrude Fleischman, who, acting as hostess in the capacity of chairman of the Young Ladies' Committee, is modestly seated in the very rear of the coach.

\* \* \*

Treasurer Sheppard reported that the three funds of the Association are now worth the following amounts: Ebert fund, \$835; Centennial fund, \$1954; Proctor fund, \$14,571—making a total for the three funds of \$17,412.

\* \* \*



Francis B. Hays, erstwhile known as the "Stroller," and incidentally the editor of the *Druggists Circular*, is the bright particular star of this trio, and he is flanked on his right by Wilbur J. Teeters, of the Iowa College of Pharmacy, and on his left by J. G. McLean, the official stenographer of the A. Ph. A. If the picture had only happened to be full length, it would become apparent that nature had equipped Hays admirably for strolling purposes.



It happened that four of the seven trustees of the U. S. Pharmacopœia were in attendance at the meeting, and in accordance with their unanimous verdict Mr. Sheppard, one of the trustees, announced to the Association that the new Pharmacopœia would not be issued before January 1, and that it would not go into effect for ninety days thereafter. The trustees felt that this statement ought to be made as a moral duty. Many pharmaceutical colleges, for instance, had been intending to use the book during the coming year, and they ought to know that such action would be out of the question and thus save themselves serious trouble and inconvenience.

\* \* \*



The modest gentleman at the right, with head bent in a characteristically thoughtful fashion, is the man who will preside over the destinies of the A. Ph. A. during the coming year—President Beal. "Papa" Hynson, of the Section on Practical Pharmacy and Dispensing, is seen at the left.

\* \* \*

When Henry P. Hynson was made chairman of the nominating committee on the opening day he at once asked that Professor Ryan be made vice-chairman. Ryan took his seat on the rostrum, and Mr. Hynson raised a laugh when he declared that "he had felt lonesome in being the only bald-headed man on the platform."

\* \* \*



This picture and the next should be viewed together. Here we have Prof. E. A. Ruddiman, of Vanderbilt University, Nashville, surrounded by a bevy of ladies. He is talking with Mrs. M. M. Gray, of Chicago, and next to her stands Miss Amanda W. Stahl, elected this year vice-chairman of the Section on Practical Pharmacy and Dispensing. At Professor Ruddiman's right is Miss Sexton, while the young man in front is Master Ruddiman.



Here, again, is Professor Ruddiman with a group of men, and when we compare the expression with that of the preceding picture we are forced to decide that this is his natural habitat. The individual at Professor Ruddiman's left will be readily recognized as Henry P. Hynson, of Baltimore, while the other two men are Charles Ward, of Denver, editor of the *Rocky Mountain Druggist*, and George B. Kauffman, of Columbus, Ohio.

\* \* \*

Dr. Payne thought that Mr. Edward Sauerhering, of Mayville, Wisconsin, deserved to be made a life member as a tribute to the faithful service which he had always rendered the Association when called upon. Incidentally this reminded Professor Hallberg of an occurrence in connection with the experience of Mr. Sauerhering's son in the national Congress. Czar Reed was making up his committee appointments. Running his eye down the list of members, he came across that of Mr. Sauerhering. "Sauerhering? Sauerhering? Put him on the Committee of Fisheries."

\* \* \*



The individual with a cigar in his mouth is Professor Hallberg, and he is about to enter the Casino where some of the meetings were held and exercise his peculiar and particular prerogatives as the "official kicker of the A. Ph. A."

\* \* \*

Chairman Hereth, of the Committee on the Pharmacopœia, thought that the official Committee of Revision ought to give more publicity to its proceedings. No one knows what the committee is going to do until the printed Pharmacopœia is offered for sale, and then manufacturers and retailers suddenly have to accommodate themselves to the changes without any forewarning. Furthermore, if the pharmaceutical and medical public knew something in detail of what problems the Committee was facing, considerable assistance would



often be available—assistance that would sometimes at least prevent unwise action. Mr. Hereth wanted an abstract of the Proceedings of the Revision Committee to be furnished to the newly-organized A. Ph. A. Committee on the Pharmacopœia, and it was voted to make this request. We shall see what will become of it.

\* \* \*

A telegram was brought in one day for Mr. Birdsong and handed to President Hopp. "Here is a telegram for Mr. Birdsong," he announced. "Is he in the room?" There was a moment's silence. Then some one began whistling in the back of the audience, and in a trice bird calls were issuing from all quarters of the room.

\* \* \*



No, the dignified man in the center with the long coat isn't the mayor of Kansas City. It is Dr. Otto F. Claus, president of the St. Louis College of Pharmacy, and incidentally owner of two prosperous pharmacies. At the left of the picture stands Charles L. Wright, of Webb City, Mo., who was president this year of the Missouri State Association. The man at the right is Robert C. Reilly, a successful St. Louis retailer, and secretary of the Commercial Section of the A. Ph. A.

\* \* \*

The Association was in a fearful tangle over the question of a reorganization of the "Committee on the Pharmacopœia." Amendments had come thick and fast. Finally things clarified somewhat and Dr. Dohme's motion was called for. "I have it here in writing," declared Professor Hallberg. It was read by the chair, and for a moment there was silence. Then Dr. Dohme jumped to his feet. "That is not my motion, Mr. Chairman," he declared. Hallberg laughed. He had handed the chairman a motion which he had written out, and which expressed *his* view of the manner in which Dr. Dohme's motion should be amended. The ruse failed, but it afforded the house a moment's laugh. Some one shouted out to Hallberg that it was "a rank case of substitution."

\* \* \*

Hallberg is certainly a great success as "the official kicker" of the Association, and really performs a useful service. He sits up in front, asks frequently for "the order of business," calls time on long-winded talkers, and "sits down" on fool propositions—and does it all with an incisive and aggressive manner which rarely ever fails to provoke laughter. He went

a little too far, however, when he raised a row in one of the sections because, coming in late, he found no chair ready to receive his corpulent proportions.

\* \* \*



The Kansas City branch house of Parke, Davis & Co. is right across the street from the Coates House, and J. P. Reymond, manager, as well as C. F. Ayer, in charge of the traveling service, were prominent all the week in assisting with the entertainment of the visitors.

\* \* \*

President Hopp expressed the opinion from the rostrum one morning that all appointments should be made by the president. It was a right that belonged to him. There was considerable merriment when Mr. Ebert jumped to his feet and declared flatly that "he didn't consider the idea good sense at all." Mr. Hopp evidently believes that "to the victor belongs the spoils."

\* \* \*



W. M. Federmann, chairman of the local Reception Committee, is directing a couple of visitors how they may catch the "sight-seeing" cars, while Dr. Murray G. Motter stands in the rear waiting to get some information also. Dr. Motter is secretary of the Board of Trustees of the U. S. P., and a member of the Board of Pharmacy of the District of Columbia.



It was Sunday evening about 7 o'clock. Three of the four men in the carriage—all except "mine host"—had eaten nothing since their arrival in Kansas City about 10 o'clock in the morning, and they were still some distance from the hotel. The demand of the inner man became more and more clamorous. Finally Professor Ryan remarked in his dry and sententious manner: "Boys, my tapeworm will think something has happened."

\* \* \*



This crowd of people is standing just outside the Coates House waiting for the special cars to take them to the station *en route* for the trip to Fort Leavenworth. The tall figure in a light suit seen in the distance at the left belongs to Dr. A. R. L. Dohme, of Baltimore. The individual with the yachting cap in the front is George Reimann, president of the newly-organized board conference, while the owner of the fifteen-dollar Panama standing beside him is Dr. W. C. Anderson, of Brooklyn. It should be explained that the two ladies with whom the men are talking are Mrs. Anderson and Mrs. Reimann.

\* \* \*

In addition to being an after-dinner orator, an extemporaneous debater, and several other useful and ornamental things, Mr. Hynson is also a very successful man with the ladies. Particularly is he an enthusiastic dancer. Of course he had a little accident in waltzing at the Monday evening reception, but it was rather late, the crowd had thinned out, and the spectators were few. Still, the earth trembled for an instant or two!

\* \* \*



This "snap shot" shows the crowd leaving the special train at Fort Leavenworth and entering the carryalls which are to take them up through the Fort and out to the parade grounds where the cavalry, infantry, and artillery are to go through maneuvers for the rest of the afternoon.

A great many members from the effete East expected to find Kansas City a crude and rough town of the West. They reckoned without their host. K. C. has some of the finest boulevards, and some of the most beautiful drives, that can be found anywhere in the country. Street after street is occupied entirely by expensive and handsome residences, and a unique feature is that the grounds are in almost every instance elevated from 6 to 10 feet above the street and charmingly terraced. Like ancient Rome, the city is on seven (or more) hills, and this adds to the picturesqueness of the town. When Kansas City completes the elaborate park system that she has now been working on for several years, competition need not be feared with any city in the country—even with Detroit and Washington.

\* \* \*

And the women of Kansas City! They are enough to inspire a poet or an artist! And how gracefully do they "trip the light fantastic toe!" It would be almost hopeless to select names when there were so many beautiful women and perfect dancers, but where could one hope to find more graceful waltzers than Mrs. Eyssell, Mrs. Dr. Lee, Miss Gertrude Fleischman, and Miss Mayme Miller?

\* \* \*



The crowd was so immense, however, that not enough carryalls could be provided, and most of the men had to walk. It was a fearfully hot afternoon, as may be gathered from the way in which coats were stripped off. The white-clad back in the foreground belongs to Professor Hallberg.

\* \* \*

They were discussing the question in the Commercial Section of giving the public free services, and particularly speaking of the advisability of handling stamps in the store. Charles Holzhauser, of Newark, declared vigorously that the druggist who had any self-respect should refuse absolutely to sell postage-stamps. He had never done it, and never intended to do it. He amused the audience very much when he spoke of an incident which occurred recently in his store. A man came in about midnight, handed over two letters to Mr. Holzhauser, and asked him to stamp them and give them to the postman when he came along an hour or two later. Mr. Holzhauser firmly but politely replied that he didn't sell postage-stamps. "What the hell kind of a drug store is this anyway!" asked the surprised and eloquent patron.



The trip out to Fort Leavenworth on Wednesday afternoon was delightful. Colonel Duncan, the commander of the Fort, was courtesy itself, and he threw open the entire place for inspection. After the carryalls had driven around the grounds, the crowd proceeded to a distant field, where the cavalry, the infantry, and the artillery went through drills and exhibitions for the rest of the afternoon. It was a novel experience to most of the visitors, and they enjoyed it thoroughly. Many of the officers' wives also graced the occasion with their presence. Liquid refreshments were served on the train going back, and the hour and a half occupied by the trip was pleasantly utilized for social purposes. Everywhere and at all times "our hosts" were performing their duty with the utmost of courtesy and kindness.

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The BULLETIN regrets very much that this fine statue of General Grant is not adequately pictured in the engraving. It occupies a conspicuous and beautiful place near the parade ground at the Fort.

\* \* \*

We don't want to disclose his identity, and so let us call him Fisher. Remember the name—Fisher. It was at the dance on Monday evening. Fisher had been waltzing and two-stepping with every handsome woman on the floor, and had been having the gayest of gay times. Finally one of the fair charmers asked him "if he wouldn't like to meet Mrs. Fisher!" "Well—er—well," he stammered, "not just *now*—not just *now*—thank you;" and Fisher grew hot all over and blushed as he had not blushed for years. His companion looked surprised, and then it suddenly occurred to Fisher that there were other Mrs. Fishers in the world. But he had a bad scare just the same!

\* \* \*

Professor Beal's friends had little difficulty in carrying the day for him in the Nominating Committee. John F. Hancock made an eloquent speech putting Mr. Lemberger in nomination for the presidency, and doubtless did his friend

much good, but it was felt that Beal deserved the place by reason of his ability, and from the fact also that his name had been suggested once or twice before in previous years when the conditions were extremely unfavorable. Professor Beal has served as chairman of the council for several years, and assumes the presidency admirably qualified to render excellent service. That he will preside with dignity and conspicuous ability cannot be doubted.

\* \* \*



It is very evident from this view that the officers at Fort Leavenworth are comfortably housed and situated. A prettier street could scarcely be found in the country.

\* \* \*

Several very good speeches were made at the dinner held Thursday evening at Elm Ridge Club, following the drive in the afternoon around Kansas City's beautiful park and boulevard system.

\* \* \*



This shows the barracks where the soldiers live, and if one will compare this view with the preceding one he will realize the social chasm which yawns between the enlisted man and the officer.

\* \* \*

There are two women in regular attendance at the annual meetings of the A. Ph. A. who are themselves pharmacists, and they are always to be found present at the business sessions. They are Mrs. M. M. Gray and Miss Amanda W. Stahl, both of Chicago. Miss Stahl was elected vice-chairman of the Section on Practical Pharmacy and Dispensing. She protested against the election, declaring that she was not



a proprietor, that her time was not her own; and that she feared it would be well-nigh impossible for her to give very much attention to the affairs of the section. The audience would not permit her to withdraw her name, however, and paid her a very pretty tribute by insisting upon her election.

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For nearly three hours the infantry, the cavalry, and the artillery went through drills and special movements for the edification of the visitors, and the afternoon was one of thorough enjoyment. In this view we have a company of infantry with the captain in advance.

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Nineteen graduates of the Department of Pharmacy of the University of Michigan sat down at luncheon one noon at the Coates House and had a fraternal time. Arthur H. Webber, of the Michigan Board of Pharmacy, and Harry B. Mason, of the BULLETIN OF PHARMACY, were guests of honor. It speaks well for a school when so many of its alumni can be gathered together at short notice. Among the diners were eight professors, three board-of-pharmacy members, two pharmaceutical editors, the chief of the drug laboratory in Washington, and the new president of the A. Ph. A. A letter, signed by every one of the party, was sent to Dr. Prescott and expressed regrets that he was not able to be present. A similar epistle was mailed to Professor Stevens, who is spending two years at the German Universities.

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The calisthenic drill which the soldiers are seen performing in this "snap-shot" was one of the most interesting features of the afternoon at Fort Leavenworth.



Dr. H. M. Whelpley, with the inevitable camera in his hand, is trying to round up these victims in order that he may photograph them. Professor Puckner, the individual with a slouch hat turned down, is asking Charles E. Caspari, standing by Dr. Whelpley, whether or not it would be the proper thing to don their coats for the purpose; and while this profound question is being argued the BULLETIN "artist" gets in his fine work. Henry P. Hynson stands in the rear in an attitude of gentle submission.

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Charles E. Caspari, Professor of Chemistry at the St. Louis College of Pharmacy, is a chip of the old block. He abstracted extemporaneously one or two papers presented before the Scientific Section, and it was very evident from his manner that he has a good deal of the decision, force, and crispness of speech of his father. He made a very favorable impression.

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What title would be more appropriate for this picture than "A Druggist's Bouquet?" At the right stands Miss Gertrude Fleischman, chairman of the local Committee of Young Ladies, and daughter of August T. Fleischman, ex-president both of the State Board of Pharmacy and the State Pharmaceutical Association. The other young ladies are Miss Mayme Miller, a sister-in-law of Joseph C. Wirthman, the local secretary; Miss Estelle Claus, daughter of Dr. Otto F. Claus, of St. Louis; and at the left Miss Claude Dehoney, whose father is one of the successful druggists of Kansas City.

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The pharmacists of St. Louis have a reputation for hospitality, and they justified it in the three or four days which immediately followed the Kansas City convention. They invited every one who could do so to attend the fair, and then they organized parties and took the fifty or more delegates who accepted the invitation systematically through the exposition, particularly covering features of pharmaceutical and chemical interest.



For the first time in the history of local entertainment features of the A. Ph. A. there was a committee of young ladies, and Miss Gertrude Fleischman was the chairman. A more gracious and charming hostess it would be difficult to fancy. That Miss Fleischman and her assistants looked well after the entertainment of the younger women among the visitors may well be realized when one glances at the tally-ho "snapshot" which will be found among the Kansas City pictures scattered throughout this and the adjoining pages of the BULLETIN.

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In rising to read a paper before the section on Education and Legislation on "A Commercial Course in Colleges of Pharmacy," Mr. Hynson prefaced his remarks by saying that he had been called "Papa" Hynson, of the Section on Practical Pharmacy and Dispensing, and he wanted to pay his respects to "Papa" Ryan, who deserved a great deal of thanks for his work in being the first to show the value of commercial instruction in pharmaceutical colleges.

\* \* \*



Miss Mayme Miller, the sister-in-law of local secretary Wirthman, and a member of the Young Ladies' Committee, is here seen watching the maneuvers at Fort Leavenworth. Is it at all surprising that some of the young officers forgot what they were doing and got tangled up in giving their orders?

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W. R. Ogier, secretary of the Ohio Board of Pharmacy and editor of the *Midland Druggist*, read a paper in the Section on Education and Legislation entitled "Reciprocal Registration: Is it Practicable?" A number of reasons were given why it was *not* practicable at the present stage of the game, and these evidently proved convincing to the audience. Vigorous applause followed the reading of the paper, and when the chairman asked if any one cared to speak in discussion there was silence, and then Professor Good remarked with a laugh that "the paper was conclusive." Mr. Ogier is modest and retiring, keeps always in the rear of the room, but is one of the most incisive speakers, and wields one of the most forceful pens, to be found in American pharmacy.

Kansas City, it must be understood, is made up really of two cities—Kansas City, Mo., and Kansas City, Kansas. It so happens that in one particular place the State line is in the very center of the street, with Missouri on one side and Kansas on the other. In one State there is a law against liquor selling; in the other there is a law against gambling; and so when a man has had all the drink he wants, and desires to "play the red," he simply crosses the street—or *vice versa*. A more convenient arrangement it would be difficult to imagine!

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Prof. George B. Kauffman and Dr. H. M. Whelpley were kind enough to stop and look pleasant when the BULLETIN "artist" happened along. Professor Kauffman is the newly-elected president of the Conference of Pharmaceutical Faculties, and Dr. Whelpley is an ex-president of the A. Ph. A. and now secretary of the Council.

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Several camera fiends were in evidence at the meeting. Not to mention "present company," there was the inevitable Dr. Whelpley, of St. Louis, with M. I. Wilbert, of Philadelphia, as a close second. Leonard A. Seltzer, of Detroit, one of the new members of the association, was seen several times with a suspicious looking black box under his arm, while Editor Mayo also took a few snaps on the side. O. W. Bethea was quite busy in taking photographs of Miss—well, it would scarcely be fair to give her name.

\* \* \*



Professor Beal stands at the right, and the other individual whose profile we see is Lyman F. Kebler, chief of the Drug Laboratory in the Department of Agriculture at Washington.



## THE YEAR'S PROGRESS.

Address of the Chairman Before the Section on Education and Legislation of the American Pharmaceutical Association, Delivered at the Kansas City Meeting Held Last Month.

By HARRY B. MASON.

It is customary in a chairman's address to make recommendations. I shall make none. Ordinarily the recommendations are approved and admirable resolutions are entered upon the minutes and promptly forgotten. I shall attempt no reform by resolution. My purpose in this address shall simply be to review the chief events of the year that has elapsed since we met on the historic and enchanting shores of Mackinac Island, permitting myself to be guided by the assumption that it is well for us to pause occasionally, glance backward over our course, and get a commanding view of the route we have traveled. Points of progress which have been passed are thus made to stand out more clearly, a sense of perspective is gained, and things are seen in their proper relationship and grasped in their significance.

### A NEW ERA OPENED.

For two or three reasons the year has been an eventful one in pharmacy. It has done nothing less, indeed, than to usher in a new era in the evolutionary development of the profession. Over thirty years ago a movement was initiated which, consciously or unconsciously to its supporters, looked towards the enactment of a pharmacy law in every State and Territory in the Union—a law making it necessary for druggists to undergo State Board examinations, and surrounding the vocation with other necessary and proper restrictions. This movement has been brought to its culmination during the past year by the action of Congress in enacting a law for Indian Territory, the last Commonwealth to be provided with a statute. The first stage in the legislative process has thus been passed; but we have more reason to congratulate ourselves over the fact that the second stage has been entered upon without delay. New York has this year placed an act upon her statute book which insists that every man who desires to practice the art of the apothecary must not only pass the State Board examination, but must also be graduated from a reputable school or college of pharmacy. The year has thus witnessed the closing of one era and the

opening of another; and it is no idle statement that the date 1904 will be looked back upon with great interest in the years to come, when the historic sense and the pride of profession shall have reached a fuller and more satisfactory development in pharmacy.

Education is the basis of the social structure. It is the foundation stone in the progress of any race, any nation, any calling, any individual. To build the house upon anything else is to build it upon the sand. That pharmacy has entered definitely upon an era of higher education is therefore cause for great rejoicing, and full of significance for the future development of the calling. But we may not expect the movement to proceed with haste. It has taken thirty years to complete the first step in the legislative process, and the next step, because more radical, will consume more time. Medicine initiated the demand for compulsory graduation forty years ago, and sixteen of the forty-five States and Territories of the United States proper are still unprovided with statutes insisting upon the possession of a medical degree. Indeed, it is far better to build slowly but surely. A calling cannot be suddenly and artificially elevated by legislative enactment any more than a boy can lift himself by his boot straps. That legislation is ineffective, and may even be harmful, which does not hold itself backward to keep pace with the evolution of public sentiment, and which does not secure its strength from an enlightened public support. For the present let us be grateful that the Minnesota and the Pennsylvania pharmacists have pledged themselves to follow the initiative of New York at the earliest practicable moment.

### WE MUST BE FOREWARNED.

But there is one thing we must anticipate and guard against in the very beginning of this movement. The history of medical education in America warrants the expectation that as soon as the different States demand graduation of every pharmacist a horde of mendacious and avaricious schools,



realizing that a golden opportunity is presented to them, will arise and appeal to the illiterate and the slipshod with low entrance requirements and a curriculum entirely inadequate. It will be of no use to demand graduation if we are only to obtain graduates who have attempted the impossible task of grafting a smattering of pharmaceutical knowledge upon a dead limb. The tree will never flourish in this manner. The New York law provides for a preliminary standard representing 12 regents' counts; this is a good beginning, but it should be generally and thoroughly understood to be a beginning only, and honest efforts should be made from time to time to build upon the foundation thus laid. Furthermore, in order that the other contingency may be met promptly and effectively, the New York law should be amended as soon as possible, and made to establish a more definite curriculum standard than that imposed by the mere provision declaring a two-years' course to be the minimum. Two years of how many weeks each? it might well be asked. And weeks of how many hours of instruction?

It is imperative that every prerequisite law should insist upon the observance of rigidly defined preliminary and curriculum requirements if the movement for compulsory graduation is not to be sapped completely of its power for good. A high-school course, despite the fact that it is already exacted by a few university schools, may perhaps not be feasible as an entrance requirement at the start; it may have to be approached gradually and cautiously lest it become alarmed and fly out of reach; but it is after all little enough to demand, and it should be invariably required certainly within the next decade. And as an additional safeguard, the board of pharmacy should be given or should assume power to discriminate against colleges with low entrance requirements, and with courses of study which would effectually defeat the law while pretending to observe it.

That the boards of pharmacy of the country are at this very meeting of the American Pharmaceutical Association to form a conference augurs well for united action along this and other lines of coöperative effort; and it is a source of gratification, too, that we have a Conference of Pharmaceutical Faculties which is bound to exercise a strong influence for higher standards during the coming years. The reforms which come naturally from within, and which are not forced more or less arti-

ficially from without, are by far the most salutary and the most likely to be permanent; and in the present instance we may look to the Conference of Faculties for benefit even more than to legislation, remembering that the Association of American Medical Colleges has proved in the sister profession of medicine the most potent force in the establishment and maintenance of suitable entrance and curriculum standards.

#### UNIVERSITY AFFILIATION.

This discussion of educational standards and requirements leads to the consideration of two other significant events of the past year—events of scarcely less importance than the enactment of the prerequisite law in New York. I refer to the university connections made by two of the leading colleges of pharmacy: the amalgamation of the New York College with Columbia University, and that of the Maryland College with the University of Maryland. At the outset the connection will probably bring no marked change in either case. A large measure of local autonomy is left to both colleges; it is understood that certainly for the present they will be financially independent; and in one instance, at least, the degree of Ph.G. remains outside the scope of the affiliation. But it cannot be doubted that the association between college and university will grow more and more intimate, and that it will be pregnant with benefit to the cause of pharmaceutical education.

Our independent colleges of pharmacy have done heroic work. They began it in sacrifice and unselfishness. They have continued it often amid discouragement and despair. They have builded better than they knew, and it is no reproach now to intimate that the time is rapidly coming when they may well turn their task over to the universities. The day of coöperation and combination of effort has come in education as it has come in industry; and the statement need arouse no resentment that a pharmacy school enjoys far better advantages as part of a university system than it can possibly secure as an independent institution.

The future of the independent college is indeed problematic. The curriculum has developed with the years; the faculty has enlarged; other expenses have increased; and in all but a few of the very large colleges—perhaps not even in them—the financial struggle to make both ends meet is fatal to that equipment of men and facilities which is imperatively demanded. Economy of administration



would be secured from university affiliation. The advantages of either endowments or State support would in almost every instance flow from it. An equipment and an atmosphere would be gained which are otherwise impossible. Higher ideals and more elevated standards would inevitably result. For these reasons it is gratifying that two representative colleges of pharmacy, one of them the second largest in the country, have established university connections during the year. Their action will doubtless serve as a beacon light, and we may now expect similar affiliations on the part of other leading colleges within the next few years. Meanwhile it is of interest to note that schools of pharmacy are now maintained at the State Universities of California, Illinois, Iowa, Kansas, Maine, Michigan, Minnesota, Ohio, Wisconsin, and Maryland, and by Northwestern, Union, Purdue and Vanderbilt. In a few instances the connection is remote and nominal, but in the majority of cases it is vital and reciprocal.

#### THE EDUCATIONAL OUTLOOK.

The first prerequisite law passed, and two others about to be brought forward; a Conference of Pharmaceutical Faculties now well established; a similar conference of boards of pharmacy on the eve of organization; the well-marked beginning of a movement towards university affiliation on the part of our colleges—do not all these things augur well for the future of educational pharmacy, and, therefore, for the welfare of the profession itself? For we may depend upon it that as soon as a better educated class of men enter the calling, its dignity and usefulness will be vastly increased, and its measure of public support enhanced. These results will form attractions of themselves, and will draw to the profession a class of young men who pass coldly by and enter the doors of occupations where a greater premium is put upon education.

#### THE SCARCITY OF APPRENTICES.

I pass on now to mention a phenomenon of the last year or two which is suggested by the remarks of the previous paragraph—the stringency of the drug-clerk market. Pharmacists in many of our large cities know how difficult it has been to get, not only good clerks, but any clerks at all. We may well grow alarmed at this when we consider that a lower grade of apprentices means a lower grade of pharmacists, and a sinking and deteriorated vocation. Why has there been this scarcity of clerks?

For two reasons: In the first place, young men do not contemplate with satisfaction the long hours and the moderate pay which the drug business involves, and in the second place, if they are young men of good education and high ambition, they do not find in pharmacy that professional dignity and that social standing which appeal to them in medicine, law, and such of the newer professions as engineering and the like. Elevate the character of the calling, and men of the right sort—men who will not only maintain, but who will advance the standards of the vocation—will not be frightened away from our doors. And the financial horn of the dilemma will be partially avoided in the same manner. For the education of to-day, unlike that of yesterday, makes for business success; and the establishment of thorough and scientific courses of commercial instruction in all our leading universities is significant of the modern conception that a business career requires training no less than a professional one, and that the best educated man is also the best business man.

But of course the stringency of the drug-clerk market, especially in the immediate future, will not be entirely overcome by an advancement of educational standards. Clerks must be paid higher salaries and given fewer hours of work if they are to be won over. To do this is not in many instances going to be so easy as it sounds, but the effort must nevertheless be made; and indeed an increase of wage has already come inevitably in several of our larger cities, resulting naturally in an augmented supply of men. The combination and the early-closing movements offer some hope of correction; the drug-clerk associations are in a few instances making amicable arrangements with the associations of proprietors, particularly as to "shorter" hours; but it remains for the individual pharmacist who wants to secure and keep good clerks to offer greater inducements than he has been willing to extend in the past.

#### THE NEED IS CLEAR.

While on the one hand it is clear from the events of the last year that we are entering an era of more stringent educational requirements, there are not wanting evidences on the other hand that these requirements are becoming more and more necessary if the pharmacist is to discharge the obligations which rest upon him. Within the last few years there has been a growing demand for greater purity and excellence in medicaments. State pure food and drug laws have increased in number; every year



sees them more vigorously enforced; a national act all but passed at the last session of Congress, and will doubtless become law at the next; the American Chemical Society has recently been considering ways and means of improving the character of commercial chemicals, and has appointed a strong committee for the purpose of starting a reform; medicine and science are developing rapidly and are demanding more exact methods; the state is constantly holding every guardian of the public health to a more rigid accountability; and within the last year or two pure-drug crusades have swept down upon the pharmacists of Boston, St. Louis, Washington, D. C., Newark, New Orleans, and New York, with a vigor which has brought alarm and consternation. The handwriting is on the wall. The portent is clear. The pharmacist of the future will more and more be held by the courts, by physicians, and by an enlightened public to a stricter responsibility; and he must be able to meet the obligation or suffer the consequences.

#### ANTI-COCAINE LEGISLATION.

Passing on now to consider other evidences of progress registered during the year, the American Pharmaceutical Association may well congratulate itself that the anti-cocaine movement which it has fostered so wisely has yielded three additional laws—those of Maryland, New Jersey, and Virginia. The Maryland statute is practically a duplication of the Beal specimen measure approved provisionally at the Mackinac Island meeting last year. The Beal draft formed also a part of a general poison law before Congress, but did not become law. A fifth bill before the New York legislature likewise failed of enactment, and possibly not without detriment to the movement. For this measure was radically different from the Beal specimen; and nothing seems to me more clear than this, that Congress and the different States ought to enact legislation as nearly uniform as possible, following an accepted standard when it is available. The necessity for uniform legislation has been realized in this country during the last few years, and systematic efforts have been made to bring order out of chaos with such statutes particularly as have to do with negotiable paper, divorces, and the like. In effect, the United States is one great commonwealth; it is no longer what it once was, an aggregation of independent and unrelated units; and legislation must be uniform if it is to cope with the conditions successfully. It is to be hoped that the New York

pharmacists, grasping this truth, will endeavor at the next legislative session to secure the enactment of the Beal draft, and that other States will take the same action.

#### OTHER EVIDENCES OF PROGRESS.

A brief reference may now be made to certain other noteworthy events of the year. It is a gratifying evidence of progress that much sentiment has developed against trading stamps, and that laws hampering their use have been enacted in the city of St. Paul, and the States of New York, Maryland and Minnesota—although the New York measure has recently been declared unconstitutional by the courts. A novel ordinance has been passed in Chicago confining the sale of carbolic acid to physicians' prescriptions unless it be in solutions of less than five per cent strength, or except the acid, though present in large percentages, be mixed with equal amounts of alcohol and glycerin. Final decision in the famous Park case strengthened the tripartite and direct-contract plans of distributing proprietaries by the assertion that the manufacturer of a patented, trade-marked or copyrighted article has the right to declare and maintain the conditions under which his goods shall be sold. The Macy decision, declaring that uncopyrighted books, because they *were* uncopyrighted, passed out of the control of the manufacturer when they left his hands, virtually confirmed the Park decision, and consequently gave added strength to the N. A. R. D. cause.

#### HONORS TO THE HONORED.

Finally, it is exceedingly gratifying that the last year has witnessed a desire on the part of pharmacists to honor those among them who have served the calling long and faithfully. The erection of a monument over the grave of Dr. Charles Rice; the unveiling of a bronze tablet in the hall of the New York College of Pharmacy to the memory of the same distinguished servitor of pharmacy; the bestowal of a medallion upon Professor Wall, of St. Louis, and another upon the college which he has served for 30 years; the presentation of an oil portrait of Professor Wulling to the University of Minnesota, recalling a similar deed performed two or three years ago by the pharmaceutical alumni of the University of Michigan as a deserved tribute to the beloved and admired Dr. Prescott—do these acts not prove a generous and loyal spirit in pharmacy? Are they not intensely gratifying to our pride and honor?



## A REMARKABLE LAW.\*

### History of the Massachusetts Statute Giving the Board of Pharmacy Supervision Over Druggists' Liquor Licenses—The Excellent Results Yielded in Practice.

By C. F. NIXON,

Secretary of the Massachusetts Board.

The writer is just concluding his term of five years' service as a member of the Massachusetts State Board of Pharmacy, two years of which he has served as president and two as secretary. He is, therefore, conversant with all of the facts, and the opinions here to be expressed are the results of personal experience. I think I should add that this paper is written at the request of the chairman of the Section on Education and Legislation, and is not the result of malice aforethought.

#### HOW THE LAW CAME TO BE ENACTED.

The law herein discussed was enacted by the legislature in 1894. *How came it to be enacted?* To the proper understanding of the matter, it should be said that the sale of intoxicating liquor in Massachusetts is governed by a local-option law. Each city and town votes each year "Yes" or "No" on the question, "Shall the city or town grant licenses of the first five classes to sell intoxicating liquors?" The sixth class, or druggist's license, is not affected by this vote; the license is granted by the Board of Aldermen or License Commissioners of cities, and by the Selectmen of towns. Regarding local option, Boston always votes "Yes." Many of the smaller cities and towns vote irregularly, and others constantly vote "No."

The sixth class or druggists' license allows the sale of intoxicating liquors for "medicinal, mechanical and chemical purposes" under numerous restrictions, one of which is that the purchaser shall sign a certificate stating the purpose of use, residence, etc. The fee is one dollar annually. It will be seen that this license gives great opportunity for excessive liquor selling without committing a technical violation of the law, and also for direct violation without much danger of detection.

In 1894 there were over 1800 drug stores in the State, a large percentage of which could not exist without their liquor sales. This was especially true in no-license communities. Drug stores were owned

by wholesale liquor dealers; a drug clerk and a few tincture bottles were used as a shield from the law, and local political influence was employed to procure the much-coveted license. In some instances a room would be a liquor saloon in a license year and a drug store in a no-license year by the simple change of paraphernalia, in either event being owned by the same parties!

The purpose of the law of 1894 was to take the granting and supervision of these sixth class or druggists' licenses as far as possible out of the influence of local politics.

#### ITS HISTORY.

*What movement was behind the proposal of this law?* There was a strong feeling among right-minded pharmacists and the public at large that the sale of liquors in drug stores should be curtailed and controlled by State authority, but the man active in crystallizing these sentiments was Mr. S. A. D. Sheppard, of Boston. For a long time he had been considering the results of our local-option law and its temptation to druggists to do improper liquor selling. The Board of Pharmacy was purely an educational body, but he saw no other place to put the responsibility and therefore directed his thoughts along that line.

He made a draft of a proposed bill embodying his ideas on the subject and showed it to Mr. Henry Canning, who was the only person consulted. The latter warmly approved the measure, whereupon Mr. Sheppard took it to his local representative in the legislature, Mr. E. J. H. Estabrook, of Newton, who became greatly interested in the subject and introduced the bill in the House. It was largely through his efforts that it became a law in practically the words of Mr. Sheppard.

There was not the opposition to the enactment of the law that might have been expected. What there was came from druggists, some of whom were no doubt afraid of the consequences, but there were others who believed that it would put too much power into the hands of the Pharmacy Board—power that might be abused.

\*Read before the Section on Education and Legislation of the American Pharmaceutical Association at the meeting held last month in Kansas City.



## THE ORIGINAL ACT.

The original act, Section 1 of Chapter 435, Acts of 1894, was as follows:

No license of the sixth class, described in section ten of chapter one hundred of the Public Statutes, shall hereafter be granted to any person who is not a registered pharmacist, actively engaged in business on his own account, nor to any such registered pharmacist unless he shall present a certificate from the State Board of Registration in Pharmacy stating that, in the judgment of said Board, he is a proper person to be entrusted with such license, and that the public good will be promoted by the granting of said license; provided, however, that any registered pharmacist may be considered a proper person to receive such a certificate when no complaints have been made against the applicant for such certificate, and when complaints are made they shall be in writing, specifying the reason, if any, why a certificate should be withheld.

## A VITAL AMENDMENT.

In 1896 the pharmacy laws of the State were codified, and in Chapter 397, Section 9, the following provision was added to the old law:

If the full Board sitting at such hearing shall find that the person complained against is guilty of the acts charged against him, said Board may suspend his registration as a pharmacist, and his certificate thereof, for such term as the Board in their judgment, after due consideration of the facts, may deem for the best interest of the public, or may revoke it altogether, but the license or certificate of registration of a registered pharmacist shall not be suspended or revoked for a cause punishable by law until after conviction by a court of competent jurisdiction.

It will be noticed that in the Acts of 1896 the Board had power to suspend or revoke altogether a druggist's certificate of registration as a pharmacist.

In 1901 an act was passed (Chap. 522, Sec. 1) in which the words "revoked altogether" were stricken out, leaving the Board power to suspend for a given time, but strangely enough there was no provision up to this time in our laws whereby a vote for suspension or revocation by the Pharmacy Board could be reconsidered, and there was no power outside of the Board that could pass upon its action or nullify it. In 1902, at the instigation of the writer, an Act was passed (Chap. 321, Sec. 1) giving the Board power at any time to reconsider its action and its determination, as justice might require.

There has been, and always will be, criticism of the Board's action in the enforcement of the liquor law, and several attempts have been made to have the measure repealed. It is safe to prophesy, however, that the State will never repeal it while the

only demand for such action comes from druggists who chafe under the proper enforcement of the act.

In reading the Massachusetts law it should be noted that the Board grants two entirely distinct certificates: first, "certificates of registration" on examination, and second, "certificates of fitness" granted annually for the procurement of the sixth-class liquor license. No liquor license can be granted a druggist by the local authorities without this certificate.

## HOW IT HAS WORKED.

*How has this law worked in practice, and has it been a benefit to true pharmacy in the State?* As already stated, there were in 1894 over 1,800 drug stores in the State; to-day, ten years later, notwithstanding the great increase in population, there are but 1,530. The number of stores closed by the action of the Board in the first year of the operation of the law was 103. The total number closed to October 1, 1903, after nine years of the law, was 422.

|                                                        |      |
|--------------------------------------------------------|------|
| Number of complaints investigated to October 1, 1903.. | 1023 |
| Number of prosecutions .....                           | 455  |
| Number of convictions .....                            | 397  |
| Number of "certificates of registration" revoked.....  | 28   |
| Number of certificates suspended .....                 | 101  |
| Number of revoked certificates restored .....          | 6    |
| Number of suspended certificates restored .....        | 2    |
| Number of "certificates of fitness" refused .....      | 1319 |

Many of the 397 persons convicted were unregistered partners or clerks, who could not be dealt with by the Board.

By reading the statutes it will be seen that the Board has no police functions, and that its principal work in this direction is to investigate complaints, and, in case of direct violation of the law, to report the same to the proper prosecuting officer. It may also be stated that, in its judgment, the Board may refuse to grant the annual "certificate of fitness."

The result of this work has been to improve greatly the conditions that existed ten years ago, but there is still constant violation of the law, and perhaps always will be. Should the law be repealed, however, I believe that the number of stores would increase twenty-five per cent in a year's time; and how any pharmacist who is not a violator of the law can desire this class of added competition is beyond my ken! And yet we find many who are constantly clamoring for the law's repeal.

The writer recently asked Mr. Sheppard for his opinion of the law after its operation for ten years, and his reply is as follows:



"I believe it is one of the best laws on the statute books of Massachusetts, and that so long as the local-option law is in force in this State, some such legislation is an absolute necessity. And I do not think any other body of men could handle the subject so well as the Board of Pharmacy."

I heartily indorse this expression; and, as I am soon to leave the Board, I think I can properly make this statement.

#### ITS ADOPTION ELSEWHERE.

The last question asked by your chairman is, "Would you recommend the same law for other States?" If other States grant licenses similar to our sixth-class license, I most certainly would. But the Board should have more power in the direction of obtaining evidence than the Massachusetts Board enjoys.

Our Board has one agent to investigate com-

plaints and visit the stores of the whole State. No member of the Board or its agent can inspect a store, even the liquor-record books, except he may do the latter if he be also a justice of the peace. We should have more agents with police rights. The large number of druggists who are constantly working to deprive the Board of its one agent is a strong argument for additional ones.

I do not believe, however, in the sixth-class license of this State. It may be right in principle but is wrong in practice, and puts a premium on dishonesty. I believe that the greatest boon for legitimate pharmacy would be to eliminate the liquor business entirely from drug stores except in the compounding of medicines, and I further believe that this condition will exist in Massachusetts in the near future.

## DEPARTMENT ACCOUNTS.\*

**A Method Whereby Each Department in the Store May Be Kept Under Close Observation—If a Merchant Knows What the Conditions Are it is Possible for Him to Act with Intelligence and Success.**

By HENRY P. HYNSON.

"When my bank account balance constantly grows in spite of the drafts upon it to meet the needs of business and the expense of living, I am sure I am making money." This is quite true, and matters financial are not in a very healthy condition with you unless this can be said. Yet such a realization, delightful as it is, gives nothing like a correct view of your business, nor does it tell you *how* you are making your money or just *where* you might lose quite a little. But suppose your balance in the bank is *not* growing, and you are continually compelled to add loans to enable it to meet the demands upon it, how are you going to ascertain why this less agreeable condition prevails? That you have marked your wares to sell at twenty-five, fifty or even one hundred per cent in advance of the cost will not, of course, explain the situation. Nothing should be more interesting, nothing can be more helpful to a business man than a clear and accurate set of department accounts. It is only through these that he can do justice to the different departments of his business; see which is profit-

able, which needs reforming, which should be dropped.

Since it is a fact that students of commercial pharmacy find it difficult properly to arrange and keep department accounts, and because so many of them undervalue the importance of these, it occurred to the writer that there may be "children of riper years" who do not pay as much attention to this feature of business as a good many successful men think it deserves. The primary accounts for such a system may be the usual ones, namely:

"Stock" or "Capital."

"Cash."

"Fixtures."

"Merchandise."

"Expense."

"Loss and Gain," and probably

"Personal."

"Bills Receivable," and

"Bills Payable."

Some of the possibly desirable divisions of these will be:

Cash—"Petty Cash," "Bank."

Fixtures—Special accounts, viz.: "Soda Fix-

\*Read before the Section on Commercial Interests of the American Pharmaceutical Association.



tures," "Cigar Fixtures," "Laboratory Fixtures," etc.

Merchandise—"Soda Water," "Cigars and Tobacco," "Freight," "Stationery," "Paints," "Wall Paper," "Stamps," etc.

Expense—"Regular Expense," "Incidental Expense," "Salaries," "Advertising," "Printing," "Insurance," "Postage," etc.

Loss and Gain—"Discounts," "Interest," "Commissions."

Personal—Accounts with the several members of the firm, in the case of a partnership.

#### HOW THE ACCOUNTS MAY BE KEPT.

The keeping of these accounts is well understood by the experienced bookkeeper; like all accounts, the mere manner of keeping them is entirely optional. A series of columns as used by some; the simple classification of items, in the so-called single entry form, as practiced by others, will answer, but the double entry method, which follows the principle that no item can be charged against two accounts at the same time, is the only perfectly satisfactory plan of keeping these or any other accounts. The cash book should have just as many columns as there are impersonal accounts, and an extra one for personal items. The several sums of the impersonal column may be posted monthly; the entries in the personal column, daily. The division and record of cash may be kept in any convenient way. There is scarcely anything cash registers cannot do in these days; they are just like pens and pencils in this respect, as they are just like pens and pencils in another respect—they must be guided by the hands of intelligent, careful and honest persons. The simpler kind are easier to manage. A small one for each department placed near where the particular class of goods it stands for are sold is the best arrangement. A cashier and checks may be used; the checks may be of different colored paper, printed differently, or the character of the sale may be indicated with a pencil. Of course, the same style of checks may be used without the cashier. "How to prevent errors" and "How to catch a thief" is not, remember, the caption of this paper.

Nothing original can be claimed for the foregoing, and but little help will be offered by it to those with fair business training or experience, but in what is to follow it is hoped a few really helpful thoughts may be found. The proper placing of an item in these department accounts must occasionally offer a difficulty to the accountant, even though he be trained.

#### DETAILS.

If, for instance, an invoice is received from a paper house for a set of cutters and a quantity of wrapping paper, what should be done with it? Naturally the cutters would be charged to the "Fixture" account. But the paper? Certainly to "Expense" or "Merchandise." It cannot be an expense until it is used, and as its use is dependent upon the amount of merchandise sold, and since it adds to the cost of the merchandise, it seems only fair that it be charged to "Merchandise." Let me offer a rule that articles the use of which is dependent upon the sale of merchandise, or any division of merchandise, should be charged to that account or its division; this would apply to all containers, corks, twine, etc.

Stamps offer more intricacies than the most profitable articles. A prudent pharmacist, even though he may not have a postal substation, will sell stamps. A separate account should surely be kept of these, which, no matter how carefully handled, will occasionally, at least, run short. A certain sum is devoted to this stock; it must be maintained, and the cash so used must be charged to this account. In closing the books this balance should be transferred either to the "Expense" or the "Advertising" account, unless it is preferred to take it directly to "Loss and Gain." If stamps are taken for regular postage, the cash required to replace these must be charged to "Postage" or "Expense" if a separate account is not kept; if used for circulars and advertising, and if sold on credit to a customer, charge must be made to "Merchandise."

Judgment must be used in charging perishable articles or those which are constantly being replaced. A bowl for crushed fruit, a hatchet or a dust pan should be charged to "Fixtures" or a division of the same, while soda water glasses, nails and brooms should be charged to "Expense" or a division of that account.

It is supposed that every invoice received is inspected by a competent party and the selling prices indicated when necessary for the guidance of the marker. In case it carries mixed items the department should also be indicated for the benefit of the entry clerk. It is a question whether it is better to indorse the several sums of the different departments on the back of the invoice and so enter these, or charge the whole amount to one account and afterward credit it with amounts charged to the various departments. Certain it is that great care



should be exercised in recharging and crediting. It is thought that failure in this is the source of much inaccuracy; generally in favor of the smaller divisions. No doubt general merchandise suffers greatly, in many drug stores, from the drafts made upon it by the soda water account. If extract of vanilla, tincture of ginger, acid phosphates, etc., are used at the fountain, they should be charged to that account and credited to "Merchandise." If alcohol is used in the cigar lighter, if matches with which cigars are to be lighted are given away, or if sponges are taken to be used in the cigar case, they should all be properly recharged and credited.

#### THE NECESSITY FOR INVENTORIES.

It must be said that the whole scheme will fail if carefully taken inventories are not regularly at hand. The usefulness and importance of these cannot be overestimated; especially are they necessary, in the case of a loss by fire, for the adjustment of insurance, as has been abundantly shown in connection with the Baltimore disaster. It is suggested that inventories, like insurance policies, be kept apart from the building and its contents to which they apply. Inventories of "Fixtures" and the divisions thereof are as necessary as are those of "Merchandise" and its divisions.

## AN ADJUSTABLE LABEL DRAWER.\*

By M. I. WILBERT,

Apothecary at the German Hospital, Philadelphia.

One of the most important pieces of furniture in a pharmacy doing the ordinary drug and prescription business is a commodious and conveniently-arranged label-drawer or label-rack.

The necessary qualifications that suggest them-

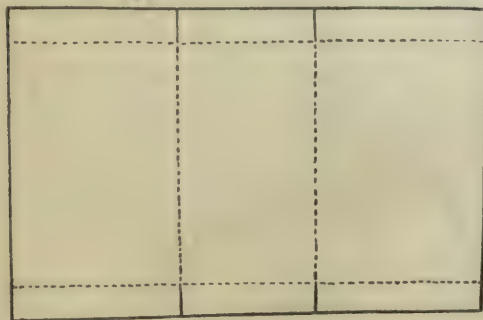


FIG. 1.

selves are, that the drawer or rack should be large enough to hold all of the labels usually employed in the ordinary transactions of the store. It should be so arranged that any particular label can be readily found and removed, and in addition to this, each section or compartment should be shut off from those adjoining it in such a way as to prevent the sliding of the labels from one section to another.

This latter particularly is a point well worth remembering, as it is decidedly annoying to find labels of any one kind promiscuously distributed through half a dozen or more compartments.

\*Read before the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association at the meeting held last month in Kansas City.

Having occasion to use quite a variety of stock labels, and not being able to find a suitable method of storing them, we decided to devise one of our own that would fit in with our requirements. After experimenting with several devices, we finally decided on a system of units, consisting of tin boxes with open sides or ends, as being the most efficient as well as the most economical device for our particular purpose. One of the accompanying diagrams illustrates one of these completed units, and the other the method of making it.

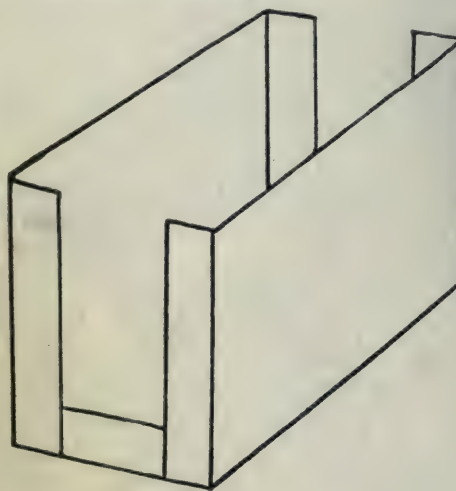


FIG. 2.

Fig. 1 represents a sheet of tinned iron, or other suitable sheet metal, which is cut as indicated by the solid lines in the diagram, and then folded or bent at right angles along the dotted lines, over a



suitable block or mold, to form the box as shown in Fig. 2. The size of the original piece of metal, as well as the resulting box, can, of course, be varied to suit the size of the label used. The labels used at the German Hospital, Philadelphia, are 35 by 65 mm. [1 3/8 by 2 9/16 inches], and our boxes are 40 mm. [1 9/16 in.] wide, 75 mm. [3 in.] long and 50 mm. [2 in.] high. In practice these boxes can be arranged in any desired way, either in the shallow drawers of a thread case, in trays that fit into a large drawer in or near the prescription case, in a partially reclining rack, or in the small tin drawers of a Danner herb case. We ourselves use the latter, and have found it to answer our purpose very

well. The labels are arranged in groups, and the class of preparations for which each group is intended is indicated on the outside of the drawer or drawers.

One of the evident advantages of this system of storing labels is that the units can be arranged or rearranged in any desirable way with little or no expenditure of time and with absolutely no risk of disarranging or disturbing the labels themselves. If thought desirable the units composing the drawer or rack can be fastened together or locked, either by means of a suitable strip of metal or by the use of a clamp made of spring wire that will securely hold two or more of the boxes together.

## SOME DISPENSING NOTES.\*

By E. A. RUDDIMAN.

### SACCHARIN.

In using saccharin as a disguising agent for solutions containing alkaloidal salts, the National Formulary solution should not be used until it has been neutralized. It contains sodium bicarbonate, and is sometimes sufficiently alkaline to liberate and precipitate the alkaloid.

### ZINC CHLORIDE AND IODIDE.

In dissolving a mixture of zinc chloride and zinc iodide in water a precipitate frequently results. This is due to the alkalinity of the zinc iodide. The commercial zinc iodide frequently does not all dissolve in water, and gives a solution that is distinctly alkaline to litmus. It should be carefully neutralized with dilute hydrochloric or hydriodic acid.

### BOROSALICYLATES.

When boric and salicylic acids are used together as preservatives for aqueous solutions of alkaloidal salts, precipitation takes place under certain conditions. In no case will the salicylic acid be present in a larger proportion than one grain to the ounce of water, since that is practically a saturated solution. Boric acid will be present in a larger proportion, but the incompatibility depends chiefly upon the amount of salicylic acid. If to one fluidounce of water containing one grain of salicylic acid and

ten grains of boric acid, one grain of an alkaloidal salt is added, a precipitate generally forms. If the ounce of water contains only one-half the above amounts of acid no precipitate results in case the alkaloidal salt is cocaine hydrochloride, morphine sulphate, codeine sulphate, or atropine sulphate. Quinine bisulphate and strychnine sulphate give precipitates when one ounce of water contains one-fourth of a grain of salicylic acid and two and a half grains of boric acid, but not when half that proportion of acids is present.

### QUININE SULPHATE AND POTASSIUM IODIDE.

When a prescription calls for quinine sulphate with potassium iodide and a dilute acid, *e.g.*, sulphuric, hydrochloric, citric or tartaric, a reddish compound of iodine and quinine sulphate is formed. The reaction takes place more promptly when much acid is present or when sodium arsenate is one of the ingredients. The remedy is to leave out the acid and use quinine bisulphate instead of the normal salt.

### POTASSIUM ACETATE WITH ELIXIR OF IRON PHOSPHATE.

When a drachm of potassium acetate is added to one ounce of elixir of phosphate of iron, a whitish precipitate forms which looks like that produced when a dilute mineral acid is added to the elixir. The elixir is usually acid, and if it is first neutralized or made slightly alkaline, and then the acetate added, no precipitation follows. This holds true

\*Read before the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association at the meeting held last month in Kansas City.



for potassium acetate with elixir of pyrophosphate of iron, except that precipitation may result on standing.

#### SYRUP OF IODIDE OF IRON WITH POTASSIUM CHLORATE.

Syrup of iodide of iron with water and potassium chlorate liberates iodine, and at least one death has been attributed to such a combination. Potassium chlorate usually has no oxidizing properties in a neutral or alkaline solution, but it does liberate iodine

from syrup of iodide of iron, even though the syrup has been made neutral or slightly alkaline with ammonia or sodium bicarbonate. The excess of alkali does retard the liberation for a short time, as does a grain of potassium hypophosphite or sodium thiosulphate to a drachm of syrup. A ten-per-cent potassium iodide syrup with potassium chlorate does not liberate nearly as much iodine as does a ten-per-cent ferrous iodide syrup.

*(To be continued.)*

## AN ADVERTISING SUGGESTION.\*

### Criticism of an Advertisement Discussing Infusion of Digitalis—How the Trick Should Be Done.

By W. A. DAWSON.

I recently had occasion to criticize a circular letter to physicians upon the subject of infusion of digitalis.

The circular was well gotten up in both form and argument, in style similar to a clinical report, which gave to it an air of professional dignity.

The title was "A Clinical Test: Infusion of Digitalis as it Should Always be Prepared;" and the argument was that the advertiser always prepared this infusion from good leaves and carefully followed the U. S. P. manipulation; that it was a preparation requiring no skill to make and only needed the use of good material and the faithful observance of the formula in the length of time that the leaves should be steeped; that the advertiser dispensed a large amount of the infusion on prescriptions for physicians in all parts of the city (New York); that physicians always got the results that are described in text-books, etc., etc.

It was a good ad and one of a series that has brought this firm a big prescription business from territory that lies far outside its natural business field.

Good as it was, however, it can be improved, in my opinion. If the material and manipulations were talked about in the right way, this ad could be made stronger and more convincing, and give greater results.

I have done similar advertising, but have always laid the greatest stress upon those points that go to prove the truth of my claim of high quality, the

points of evidence touched upon being that our infusion is made with Allen's cultivated digitalis leaves, grown upon Allen's great herb farms at Amptill, England, where the drug has been grown for more than half a century. This long experience in its cultivation and in the selection of the best specimens for replanting has resulted in the production of a plant that is greatly superior to the ordinary digitalis of commerce. It is cut at the right moment and cured perfectly. Its cost is 8-fold more than that of the commercial grade, and it is worth more because it is the best digitalis to be had in the world. Each parcel is packed in air-tight canisters and consists of the leaves only—no stems, roots or dirt.

We use it in making our infusion and tincture, and both may be depended upon to give their characteristic action promptly and fully. We never "make up stock ahead" of the infusion: every batch is made to order, and in every case we require two hours' time for its preparation. The water must be brought to an active boil before pouring it over the leaves, and the steeping must proceed until the water becomes cold without artificial cooling.

The point I wish to make is that good advertising is informative, not assertive. You must not merely state, "I keep only the best; I make my preparations as they should be made." You must give such information about an article, or the kind of material and the method of manipulation used in the making of a galenical, as will convince the reader, whether physician or layman, that you have substantiated your claim and that you know your business.

\*Presented before the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association at the meeting held last month in Kansas City.



## PRACTICAL PHARMACY.

### A. PH. A. PAPERS AND DISCUSSIONS.

A great variety of practical dispensing and manufacturing points were brought out before the Section on Practical Pharmacy and Dispensing at the meeting last month in Kansas City of the American Pharmaceutical Association. Some of the papers and discussions will be abstracted in this place, while others, for lack of space, will be reserved for consideration in future numbers. A few of the papers are printed *in toto* elsewhere in this issue of the BULLETIN.

#### WAX IN SUPPOSITORIES.

Prof. Wilbur L. Scoville read a paper on "Wax in Suppositories."

Suppositories made with cacao butter as a vehicle, and containing no more than 10 per cent of either a volatile oil or of chloral, usually need to be stiffened by the addition of wax in some form in order to dispense them at short notice. The small proportion of stearin in cacao butter makes it very susceptible to softening agents, and when such are incorporated the butter sets very slowly. Professor Scoville had undertaken quite elaborate experiments to determine which variety of wax was best to overcome this action. He was quite surprised to find that the use of even 10 per cent of white wax makes a suppository which requires several degrees of heat above that of the human body to melt it, and therefore a suppository which would fail of physiological action. If used at all, white wax must be employed in proportions preferably of not more than 5 per cent, and even then with caution. Spermaceti, on the other hand, even when present to the extent of 40 per cent, results in suppositories that can be depended upon to melt at the temperature of the body. Since there is no marked difference observable in the relative hardening power of the two waxes, spermaceti should therefore be used.

#### SUPPOSITORY MANUFACTURE GENERALLY.

Professor Scoville's paper aroused a very interesting discussion concerning the whole subject of suppository manufacture. Mr. Hynson believed that in order to avoid the softening effect caused by volatile oils and chloral it was better to pack the suppositories in ice rather than to use wax. Physicians complain of wax-made suppositories—they do not melt and become absorbed. Incidentally he men-

tioned that castor oil is very useful in the preparation of suppositories, especially when chloral is present. It enables the operator to turn out the suppository very much more readily. The oil and the butter are first fused together; otherwise the result would not be satisfactory. Professor Ruddiman pointed out that other substances than chloral also have a softening effect upon suppositories—particularly camphine, menthol, salol, and thymol. Mr. Beringer asserted that he very frequently used spermaceti in making suppositories in the summer, and always with satisfactory results. Moreover, answering Mr. Hynson, he said he preferred expressed oil of almond to castor oil when the use of either was desired. It made the suppositories more pliable and more easily worked.

#### THE HOT VS. THE COLD PROCESS.

Then the discussion veered to the question as to whether or not the cold or the hot method should be used in making suppositories. Mr. Hynson seemed to be the only one who preferred the hot method. Both Mr. Beringer and Professor Scoville were strong in their recommendation of the cold method, despite the fact that most druggists follow the hot process. They asserted that in using the cold process the suppository could be made either by hand or with a machine, although the machine was better. Professor Scoville does not fuse the mass beforehand. He takes the grated cacao, rubs it thoroughly with the medicament, adds one or more drops of either almond or castor oil to make the mass plastic, works it well in his hand to warm it, rolls it out into pipes of suitable size, rounds each end of these, and then cuts them in the center and thus makes two suppositories of each pipe. This is a quicker method than the hot process, he declared; and he thinks the whole secret of successful suppository making rests in the working of the mass by the hand. Mr. Wilbert puts the cacao butter and the medicinal agent in a large meat chopper, and after chopping it thoroughly works it in a mortar.

#### SUSPENDING A RESIN.

In a paper entitled "Some Dispensing Notes" E. A. Ruddiman had this to say regarding the dispensing of tincture of myrrh with aqueous solutions:

When tincture of myrrh and pure water, in the proportion of one of the tincture to seven of water, are mixed by adding the tincture in portions to the water, and shaking



after each addition, or by adding all at once and agitating violently, the resin is thrown out of solution, but remains suspended fairly well. But if the water has a salt or other matter dissolved in it, the resin usually agglutinates to a mass or sticks to the sides of the container. Honey is the best agent to prevent this agglutination or sticking, though it does not prevent the precipitation. The amount of honey seems to depend upon the amount of aqueous solution rather than on the amount of tincture. About one drachm of honey to seven drachms of aqueous solution will usually prevent the trouble, and will keep the resin suspended for some time. The results are better when the honey is added to the solution rather than to the tincture.

#### A DIFFERENCE OF OPINION.

There was general agreement with Professor Ruddiman on this point, but the suggestion made in the last sentence of the paragraph was questioned by a number of speakers. Henry P. Hynson declared that the object of honey was to keep the precipitated particles separate, and that it should therefore be used in an undiluted condition. Frank E. Fisk expressed the same opinion. Albert E. Ebert declared, however, that Professor Ruddiman was right: when the honey is added to the water it renders the latter incapable of precipitating the resin so freely as would otherwise be the case. Mr. Hynson, discussing another phase of the matter, remarked that honey is an excellent thing to have on the dispensing counter for just such purposes: he did not think that pharmacists generally realized its manifold usefulness. Replying to the question of Leonard A. Seltzer, Professor Ruddiman stated that he had not tried to suspend other resins than that of myrrh with honey, although he felt quite sure that the same beneficial results would be secured.

#### SUSPENDING BISMUTH SUBNITRATE.

In the same paper Professor Ruddiman stated that "acacia and tragacanth have been used to suspend bismuth subnitrate in water. Neither are satisfactory. With acacia, bismuth is apt to settle to the bottom, forming a mass that can not be shaken loose. Acacia should be used sparingly, if used at all. It is rather better to rub the acacia with the bismuth and then add the water than to make a mucilage and add the bismuth, as separation does not take place quite so readily. With tragacanth the bismuth subnitrate forms a curdy precipitate which does not stick to the bottom of the bottle, but sticks to the bottle above the liquid. If glycerin or syrup is present in the prescription neither acacia nor tragacanth is necessary." Replying to this,

Professor Scoville declared that it was possible to suspend bismuth mixtures with tragacanth, and that the trick would be found in the following procedure: Taking, for instance, 20 grains of tragacanth and 2 drachms of bismuth, to be made into a 4-ounce mixture, pour 6 drachms of alcohol over the bismuth and the tragacanth contained in the bottle, add 3 ounces of water, shake up quickly and thoroughly, and then fill the bottle with water. A nice creamy mixture will result. The trick lies in the use of the alcohol.

#### TRAGACANTH IN EMULSIONS.

This led Professor Scoville to speak of the use of tragacanth in emulsions. He asserted that acacia was very often employed in connection with tragacanth because it rendered the operation so much easier. It is very simple to form the emulsion with acacia first, and then to put in tragacanth to thicken it. This method should be condemned, however, because the acacia causes the mucilage of tragacanth to liquefy and the emulsion to become too thin. Irish moss is much better for the purpose, and should be substituted for the acacia. M. I. Wilbert remarked in this connection that tragacanth has many uses in pharmacy which American druggists do not sufficiently appreciate. Our English cousins employ the substance very generally in dispensing operations; and Mr. Wilbert referred particularly to a recent English book in which the use of tragacanth is recommended very often. The book referred to is "Elementary Dispensing Practice," written by Joseph Ince, and published by the *Chemist and Druggist*, 42 Canon Street, London, E. C.

#### AN ADJUSTABLE LABEL DRAWER.

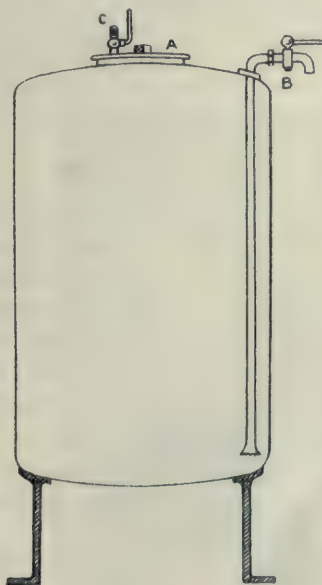
In presenting the paper on "An Adjustable Label Drawer," printed elsewhere in this issue of the BULLETIN, M. I. Wilbert explained that the little tin receptacles therein described would cost about two cents apiece. At first he used pasteboard, but found that this substance was not satisfactory. Furthermore, the brightness of the tin is an advantage. By the use of this method labels are kept absolutely flat in the drawer. W. C. Westcott, of Atlantic City, asserted that he had adopted Mr. Wilbert's idea, and had found it very satisfactory indeed. He had had the entire outfit constructed by a tinsmith and the expense was \$3.50. Mr. Wilbert thought this extortionate, and declared that the whole thing ought to be gotten for less than \$1.



During the discussion of one of  
**A "HOSS" MIXTURE.** the papers, L. Matthews, of  
 Miami, Indian Territory, reported  
 that he had recently been asked by a "hoss doctor"  
 to compound a powder mixture containing ammonium carbonate, black antimony, and fenugreek. He had refused to dispense the mixture because he knew that the ammonium carbonate, when left exposed to the air as it would be in a powder, would undergo chemical change. He asked what should be done under such circumstances. Mr. Lemberger, doing business in one of the Pennsylvania farming districts, answered that he very often prepared powders of this type, and that the thing to do was to put them in any old bottle with a large mouth, thus preventing oxidation.

**A COD-LIVER OIL  
CONTAINER.**

E. H. Gane, of New York, described an excellent bottle for the storage, as well as the dispensing, of cod-liver oil. Its nature is shown in the accompanying diagram. The purpose of the container is to prevent the oil from coming in contact with the air: this contact causes the oil to absorb oxygen and lose its sweetness. Every pharmacist knows how



difficult it is to keep cod-liver oil in proper condition. The opening "A" is used for filling the container, and it is closed by a screw-cap with a rubber gasket. The tube "B" runs almost to the bottom and terminates in a stop-cock out of which the oil is delivered. When in use the apparatus is connected at "C" by a rubber hose into a cylinder of carbonic

acid gas liquefied or under pressure. Upon opening the various stop-cocks the oil is delivered at "B" in any desired quantity. The apparatus can be made of any size to hold from an ounce to two barrels, and the pharmacist with a glass bottle, a rubber cork, and a couple of glass tubes can fix up one to suit his own requirements without going to the expense of making a copper or other container. Properly, however, the thing should be made of tinned copper, heavy tin, or galvanized iron, and should be able to withstand 20 pounds pressure. The principle upon which the apparatus is constructed is that familiar in the ordinary wash bottle. By the use of this container the oil left over from season to season can be preserved in perfect condition, as the carbonic acid gas effectively prevents oxidation.

**A GREEN COLORING  
AGENT.**

In a paper entitled "Some Green Preparations and How to Make Them," M. I. Wilbert stated that chlorophyll was practically the only form of a green coloring agent that is almost universally applicable. An economical source of chlorophyll, and one that does not seem to be generally known or appreciated, is hemp-seed.

If twenty-five parts of powdered or ground hemp-seed are macerated for a short time with an equal amount of stronger alcohol, then transferred to a percolator and extracted with the same menstruum until one hundred parts of the percolate have been obtained, they will yield a tincture that has an intensely deep-green color, and may be used as a basis for coloring alcohol, essential oils, alcoholic liquids, spirits and soap solutions.

**OLEATED METHYL SALICYLATE.**

Of the various proprietary preparations that are colored green, a compounded and green methyl salicylate, selling for two dollars a bottle, is probably well known to all of you. A most satisfactory preparation of this type can readily be made by using the following formula:

|                                 |     |
|---------------------------------|-----|
| Ground hemp-seed .....          | 10  |
| Alcohol .....                   | 5   |
| Methyl salicylate, to make..... | 100 |

To the ground hemp-seed contained in a suitable vial add the alcohol, and allow to stand for ten or twelve hours, then add the methyl salicylate, shake well, and allow to stand, with occasional mixing, for from four to five hours; filter and add to the dark-green filtrate enough of the methyl salicylate to make 100 parts. The resulting solution will be a clear, dark-green liquid containing a trace of fixed oil and also a small quantity of alcohol, but having the characteristic odor and taste of methyl salicylate. Like the proprietary preparation it is well adapted as a local application in neuralgia, rheumatism, sprains, stiffness of the muscles and joints, and also as a substitute for sodium salicylate when the latter is not well borne by the stomach. Methyl salicylate colored



in this way is a neat-looking, suggestive, and attractive preparation, and one that would well be worth your while bringing to the attention of physicians in your respective communities.

#### COLORING AGENTS GENERALLY.

In discussing this paper Professor Scoville remarked that the use of hemp-seed as a coloring agent was new to him. However, he believed that nowadays aniline dyes were used more extensively than vegetable colors were, particularly by manufacturers. It was now possible, he stated, to use aniline agents, one grain of which would convey a satisfactory color to a barrel of water. The dye was therefore present in such small quantity that it exercised no toxic effect whatever in most instances. He believed that it was now generally accepted that aniline dyes were more acceptable for the purpose. Furthermore, it must be understood that any given coloring agent acts differently in different instances. Very often an agent will act beautifully with an alkaline solution, and be a flat failure with an acid preparation. In this connection we may state that an excellent paper by Professor Scoville on "Coloring Agents in Pharmacy" was printed on page 279 of the BULLETIN for July, 1903. Professor Ryan thought Professor Scoville was not quite right, however, in stating that manufacturers generally used aniline dyes. The pure food and drug laws of several States discriminate against the use of these dyes, and manufacturers are therefore compelled, whether they desire it or not, to depend very largely upon the old-fashioned coloring agents.

#### A PRESCRIPTION.

The following prescription was contained in the "Miscellaneous Notes" compiled by Chairman Burke from suggestions which had been sent him by different contributors:

|                                |             |
|--------------------------------|-------------|
| Sodium iodide .....            | 2 scruples. |
| Quinine sulphate .....         | 12 grains.  |
| Diluted hydrochloric acid..... | 12 minims.  |
| Syrup of orange .....          | 2 ounces.   |
| Water .....                    | 2 ounces.   |

Make a solution.

This is not difficult for an expert to compound, but to a novice, who would put both salts together and add the solvents and the acid directly to them, it would prove quite troublesome. The disturbing substances in all prescriptions should be dissolved in separate portions of the liquids, and made as dilute as possible before being mixed. If prepared in this

way the foregoing prescription will stand quite a long time without precipitation. It will, however, finally show a slight deposit.

#### POTASSIUM IODIDE IN CAPSULES.

In another one of the "Miscellaneous Notes" it was stated that the tendency of gelatin capsules to become soft and run together when filled with potassium iodide must not be disregarded, especially in warm, moist climates. Potassium iodide, if no more alkaline than it is permitted to be by the U. S. P., or if it has been thoroughly dried, will cause the same trouble. If, however, the capsules so filled are dispensed in tightly corked bottles, they will be better preserved. No more than six or eight of them should be put up in a vial, thereby exposing but a few at a time.

#### TINCTURE OF KINO.

Another contributor to the "Miscellaneous Notes" said he had attempted to determine whether or not the recent theory was correct that the gelatinization of tincture of kino was due to the presence of a microörganism. He had found to his own satisfaction that it was. Last November he prepared some of the tincture and sterilized half of it while the other half was treated in the ordinary manner. The sterilized portion is still in good condition, while the other portion has gelatinized. The duty of a pharmacist who desires to keep his tincture of kino ungelatinized is therefore clear.

#### A SUPPOSITORY IDEA.

Still another contributor to the "Miscellaneous Notes" observed that when hinged suppository molds are chilled by placing them upon a block of ice, water is apt to be drawn into the molds by capillary attraction. Unless poured out it will spoil the shape of the suppositories. The entrance of the water, however, can be prevented by the simple expedient of placing the mold upon a sheet of paper, which will also prevent it from slipping.

#### TINCTURE OF IODINE.

Thomas L. McElhenie, of Brooklyn, contributed a note on tincture of iodine. He observed that this substance is a difficult thing to pour from the container. It almost always spills down the side of the vial and disfigures it. He keeps a small aluminum funnel turned down over the stopper of his stock bottle, and uses this for nothing else but dispensing tincture of iodine.



## BUSINESS HINTS.

### Dealing with the Physician.—

"I explain to the physician my method of filling and double-checking prescriptions," said D. F. Jones in a recent paper, "thus minimizing the possibility of error; and to further impress it upon his mind, as well as to convince the patient, that great care is taken, I use a rubber stamp and place upon the label of the container, as well as upon the prescription, the evidence that same has been properly checked and by whom done. I find this plan alone the direct means of a considerable increase in my prescription business. I cannot impress too strongly upon the minds of all concerned that there is system and careful vigilance in every detail of my work. Success or failure depends largely upon the impression I can make upon the people with whom I come in contact. The price of building up and maintaining a good paying prescription business is eternal vigilance, and not only vigilance, but eternal push as well.

"In the strenuous life of the druggist, I endeavor at all times to keep in close touch with the physician, making myself, as it were, a necessary evil to his practice, but at all times endeavoring to maintain the

dignity attached to the profession. I try to be able to give such information as he may desire concerning the newer remedies, chemical and pharmaceutical incompatibilities, reactions, etc.; in short, I feel as though I must be a walking encyclopedia to the physician in matters pertaining to the dispensing counter."

### Dealing with Customers.—

In regard to the customer, there are two points to be remembered, says "Pharmacus" in *Merck's Report*. First, the necessity of getting him to your store; secondly, the art of keeping him when you get him. Advertising will do the first, business ability will do the second. Don't wait on a customer mechanically, like a slot machine, but give your whole attention to each individual when waiting on him, whether the purchase is 5 cents or \$5 worth. Let him feel by your attention that his trade is appreciated, and that any accommodation that he may seek, such as stamps, directory, etc., he is welcome to. If he buys a postal-card and wishes to borrow a pencil to write it with, let him have one cheerfully, offer him pen and ink if he prefers it, and ask him to sit at the telephone desk or table, if you have one. Study the individual tastes of your



AN INGENUOUS WINDOW DISPLAY.—This was made in the windows of Boericke & Runyon, of Los Angeles, California. The photograph is unfortunately poor, but it is after all clear enough to show the central idea of the display—an idea which was certainly a very clever one. A large map was hung in the back of the window, and baby ribbon was run from various places on it to the bottles at the left containing the several ingredients entering into the manufacture of the "Listerol Dentrifice" being advertised. The large placard gives the key to the situation: "THE WHOLE WORLD IS DRAWN UPON FOR INGREDIENTS FOR LISTEROL DENTRIFICE." Camphor was shown to come from Yokohama, oil of rose from Constantinople, sugar from Honolulu, orris root from Florence, and so on through the list. The finished product was exhibited at the right of the window. There was a heap of white powder on a sheet of paper, and around this were placed the bottles of the powder and the tubes of the paste.



customers, get to know them intimately, without getting to that stage where familiarity breeds contempt. Remember the best asset you have is the individual customer, and take care of him accordingly, whether man, woman, or child.

#### Keep an Eye on Credits.—

A pharmacist who entertains very decided opinion on business matters holds that a merchant who sells goods is entitled to pay for those goods because they represent money invested (*Pharmaceutical Era*). "If the customer cannot pay cash," he said, "he should be required to give assurance that he is able and willing to pay in a reasonable time. He should, in other words, establish his credit. If he does not live up to his word in payment, it is better to do without his trade. There is no other safe way. It is possible that such a man may do some talking and injure one's business, but a business can be injured in no way more than by selling goods and getting no pay for them. The merchant who temporizes with a poor-pay customer makes a grievous mistake. I say that he had better do less business or stop business altogether than to fill up his books with dead-beat accounts and then go on to sure ruin. I believe

that in every town where druggists are organized a black list of dead beats should be kept, and when a name is entered on it every member would have the information."

#### The West End Druggist.—

A little drug-store paper with the foregoing title is published by W. W. Melsheimer, 379 West Main Street, Springfield, Ohio. It has the customary four pages, and is 8¾ by 12 inches in size. We are inclined to think that Mr. Melsheimer makes a mistake in devoting every inch of the space to advertising. The text as well as the display matter is entirely given up to it. It would be better to sprinkle in a considerable percentage of jokes and the like in order that the paper may be made interesting to readers. If the pill isn't coated it won't be swallowed in this age!

#### A Nuisance Turned to Profit.—

Turning the telephone nuisance into a source of profit is what an enterprising druggist of Brooklyn is doing (*Pharmaceutical Era*). When he receives a message over the 'phone, he writes it on a yellow blank, resembling a telegraph form. The message is



ADVERTISING A DYSPEPSIA CURE IN THE WINDOW.—Like the display shown on the preceding page, this also was made in the window of Boericke & Runyon. B. & R. say that "every one who saw this display laughed heartily, and a great many of our patrons brought down their children to witness the character of Mr. Smith's tremendous appetite." To duplicate the trim take two low boxes, cover them with regular tablecloths, and put knives and forks on them as you would set ordinary lunch tables. On one table put a cracker on the plate and a little water in the glass—nothing else. This represents "Mr. Smith's regular daily lunch." On the other table put an assortment of about forty different sandwiches and half a dozen mince pies. This shows the enormous appetite which Mr. Smith has after taking "C. C. C. Tonic!" Bottles of the tonic itself are placed in the center of the window between the two tables.



delivered by the boy, and when the receiver reads it he or she notices that "This telephone message is sent by courtesy of T. H. A. MacDonald, Ph.G.," and that "prescriptions are filled here by experienced men (not boys)."

The name, address, and telephone number of the druggist are printed conspicuously on the form; thus the annoyance of delivering messages to patrons is more than counterbalanced by advertising the fact that MacDonald is the "leading prescription druggist."

#### Time-table Advertising.—

We have referred previously in this department to the suburban time-tables which Mr. Cooban issues regularly and depends upon so much for advertising returns. It seems to us pertinent this month to reproduce the advertising side of the table which

#### "Such a Head-achel"

Our Headache Powders will quickly, gently and safely cure you, no matter how violent the headache. Price 10 and 25c.

It touches the tickle—Cooban's White Pine and Tar Cough Syrup. 25c a bottle.

#### A Good Toothbrush

Is a prime requisite in the care of teeth. Our Best brush has no superior or even equal for the price. Bristles do not pull out or break off. If they do, bring it back and get another for it.

Pay your electric light bill here. No extra charge.

B. S. COOBAN & CO.  
63rd and Normal.

Oct. 26, 1903

#### For the Ladies

Cooban's Cooling Cream, for chapped hands and all skin irritation, roughness and redness. Not sticky or greasy. Price 25c.

Cooban's Creme Marquise, for whitening the complexion without harmful effect. 2-oz. jar, 25c.

Cooban's Rose Cold Cream, the choice of cold creams, pure, fragrant, healing, softening, made of the purest material not whitened with lead. Price 10c.

Cooban's Orange Flower Skin Food—just what its name implies, a skin food; also good for massage. 2-oz. jar, 25c.

B. S. COOBAN & CO.,  
559 W. 63rd St., Chicago  
Two Telephones.  
Wentworth 302, Went. 440

#### PRESCRIPTIONS

We do expert, trustworthy prescription work. We use only the purest drugs of the highest quality. We charge a fair price—no more, no less. We never overcharge on prescriptions. We safeguard every detail from the time we receive the prescription until the medicine is in our customer's hands.

Quality is the only thing we think of in our prescription department—the highest possible quality of drugs, the highest possible quality of work, exact and unvarying compliance with every prescription as written by the physician.

We desire prescription customers who appreciate quality. We will send for your prescription and deliver the medicine promptly.

Two Phones: Went. 440 & 502  
B. S. COOBAN & CO.,  
Cor. Normal Ave. and 63rd St.

other a man throwing pens at her, after the manner of the circus "knife thrower," familiar to all. Holders and pens were stuck in the board around the woman doll.

#### A Novel Cigar Idea.—

A druggist displayed in his window three cigars laid alongside a two-foot rule, with a card reading "17 inches of Good Smoke for 10 cents."



SCULPTURE AT ST. LOUIS.—Some of the sculptural work at the Louisiana Purchase Exposition is bound to attain a very high mark for originality and beauty. The foregoing piece represents the "Spirit of the Pacific," and is one of the notable examples of American art on the grounds.

was gotten out exactly a year ago in October. It will be seen that there are three panels, indicating that the table folds twice, and makes a small article convenient to place in the vest pocket or to keep in milady's portemonnaie.

#### A Catchy Phrase.—

The Jackson Drug Co. of Shenandoah, Iowa, print the following phrase in connection with a good deal of their advertising matter: "WE ARE IN BUSINESS FOR YOUR HEALTH." Not bad!

#### Advertising Stationery.—

A druggist who made a specialty of stationery hit upon the novel idea of dressing two dolls, one representing a woman leaning against a board, and the



## LETTERS.

### SOME IDEAS FROM ABROAD.

To the Editors:

I am always pleased to see the BULLETIN every month, for many of the hints contained therein I have found useful, although some of the notions are a little bit too much of the Yankee hustling fashion to be acceptable in England!

I am always interested in the pictures of window shows, and therefore thought it possible that your readers might like to see the photograph of a display which I am now running, and which has paid me remarkably well. The photograph is very small, but perhaps some idea can be gained from it of the show. First let me explain that I get out a product which I call "Ivy Leaf" corn cure, and



this is advertised by means of a small card made to represent an ivy leaf itself, having the characteristic shape, color and vein representations. These I send around from house to house, and they have attracted considerable attention.

You will see from the photograph that I stuck these leaves all around on the margin of the window. In the center was a plaster cast of a foot in life color, and on shelves were show cards printed in red and green, upon some of which were placed the packages of the corn cure—packages embodying also a resemblance to the natural ivy leaf. Elsewhere throughout the window are various show cards, most of which can be easily read from the photograph.

The corn cure is a plaster made of cannabis indica and salicylic acid, with a rubber combination base, and spread on green silk. I give a piece about 2 by 3 inches in size for 7½ pence—equivalent to 15

cents of American money. I can assure you that there is a nice little profit on the product.

Incidentally let me say also that I have been much interested in the articles which have appeared in the BULLETIN on show cards. I make all my own



cards and send you herewith the photograph of a recent specimen. The little girl in the center was cut from an old card advertising photographic paper.

GEO. E. MARFITT, M.P.S.

116 Oxford Street, Leicester, England.

### HOW HE MADE AN INTEREST-COMPELLING WINDOW DISPLAY.

To the Editors:

Business was dull. People hated to look at our windows for fear they would see something they might buy. I finally determined to make them look whether they wanted to or not.

I had been experimenting with chemicals for the purpose of purifying the city tap water in order to make it drinkable, and after considerable labor I succeeded. Thereupon I placed a large bottle filled with the tap water in the center of the window, and in front I put a 4-ounce bottle containing the impurities which had been removed from a quantity of the water corresponding to that in the large bottle. Around these two I placed four half-gallon bottles filled with the purified product. These I numbered, and then I made a placard explaining the window. Around the sides were shown the various pieces of chemical and pharmaceutical apparatus used in the process of purification. Everything was neatly labeled.

Everybody in the city looked at that window, and it soon became common talk all over town. People



came into the store to learn how the water was purified, and the demand for the purifying solution soon became so great that I placed it on sale, with results that were more than satisfactory. Through its use customers get pure water for one cent a gallon, which is cheap enough. I named the solution "Purafiat." It contains several ingredients which react chemically and mechanically upon the impurities in the water, throwing them to the bottom. "Purafiat" is now almost a household word in this town.

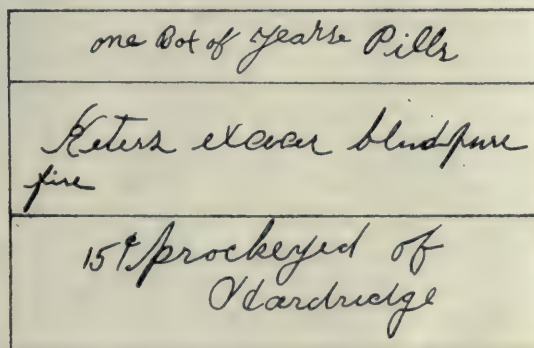
All of which goes to show that there are ample opportunities for doing good and advertising your business during dull periods. Do something original and the people will be with you!

L. BRADLEY, Ph.C.

Great Falls, Montana.

#### A FEW MORE SPECIMENS.

The three examples of up-to-date spelling and chirography exhibited in the accompanying illustration have all been sent in by BULLETIN readers. The first calls for Ayer's pills, and is contributed by D. Cantarow, of Hartford, Conn. The second order is submitted by the Wilson Drug Co., of Bartow, Florida, and the individual who wrote it was evidently in need of a blood purifier. The Wilson Drug Co. say that Cuticura Resolvent was the



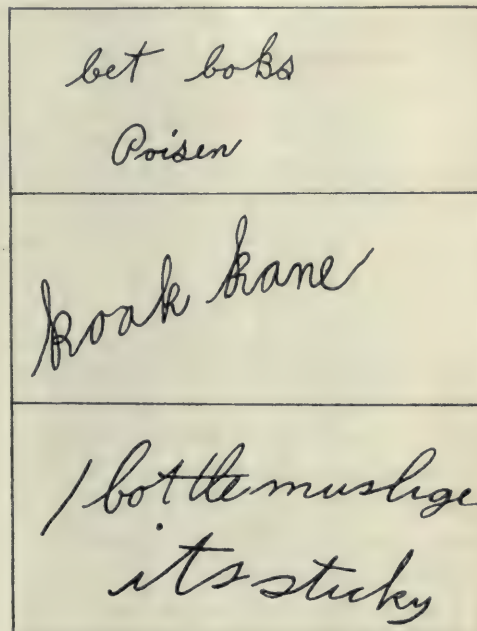
article wanted, but it requires considerable imagination to read this into the order. The third and last specimen evidently came from a young old lady who desired to make herself into a dizzy blonde! We are under obligations for this last specimen to Herbert M. Kipp, of Toronto.

In this connection we desire to state that we have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is so long a delay in the appearance of their particular specimens.

#### THREE PRETTY GOOD ONES.

To the Editors:

I have been very much interested in the specimens of illiterate orders which have appeared in the BULLETIN, and I hand you three for the amusement



of your readers. I think they are all self-explanatory, calling for bedbug poison, cocaine and mucilage respectively.

G. W. STRINGER.

Detroit, Mich.

[NOTE BY THE EDITORS.—We have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is so long a delay in the appearance of their particular specimens.]

#### THE SAME PILL MASS AGAIN.

To the Editors:

I observe that Le Roy Lee, Ph.G., of Sisson, Cal., tells BULLETIN readers on page 381 of the last issue how he would dispense the following pill prescription:

Extract of ergot .....1 scruple.  
Powdered aloes .....1 scruple.  
Powdered asafetida .....1 scruple.  
Oil of savine .....24 minims.

Let me say that a perfect mass can be made without any trouble by rubbing up the oil first with half the quantity (12 grains) of powdered tragacanth, adding the rest of the ingredients, and massing with



a 10-per-cent solution of glycerin in water. Glycerin is not necessary in this case to form the mass, but no pill mass should ever be made without it, since it prevents the pills from becoming insoluble.

A. SCHLEIMER, PH.G.

Bayonne, N. J.

### HE DESERVED THE JOB!

To the Editors:

I recently inserted an advertisement in one of the daily papers for a drug clerk of four years' experience, and among the several letters received was the

*Dear Sir,*  
*Thasten to reply to your advertisement in the Courant stating that you wanted a drug clerk. I am ambitious young man about 24 years of age and have been in the drug store <sup>at Leckes</sup> dispensary and have done bottling different kinds of medicine. And as for good appearance and gentlemanly I be sure by god good will I would like very much to learn the drug business thoroughly and as for wages and for knowledge I can pick it up in a short while.*

one which I enclose. I think it will prove interesting to readers of the BULLETIN.

H. E. RANDALE.

New London, Conn.

### A SUGGESTION FOR CLERKS.

To the Editors:

Every drug clerks' organization of over 250 members should employ a good live man to devote his entire time to association work, especially to classifying the positions vacant as first-class, second-class, third-class, etc. For convenience I should call work at \$14 and over per week first-class, work at \$13 and sleep in the store second-class, and that at \$12 and everything below third-class. If on inquiry the chairman of the Employment Committee finds that a first-class position is vacant he should send typewritten letters to such members of the association as notify him that they are now filling second-class

positions—that is, providing the first-class men are all employed. The employer who has a first-class position to offer would have no objection to a man who was temporarily occupying a second-class position to keep at work. When a second-class position is vacant then notices should be sent to those occupying third-class positions so that they could have a chance to enter into correspondence with the proper parties. The Employment Committee thus becomes a clearing house of organized labor, a means of enabling good men to sell their time to the highest bidder. Why not employ a competent chairman of such a committee and let him devote his entire time to the work?

THOMAS A. MAJOR.

Manistee, Mich.

## BOOKS.

Felice Constant. A Romance by William C. Sprague. Cloth; 322 pages; \$1.50. New York: Frederick A. Stokes Company.

We are pleased to record the success of a brother editor in making his first flight into the aerial region of fiction. Mr. Sprague is well known as the editor of two prominent papers, *The American Boy* and *The American Legal News*, and he is also president of the Sprague Correspondence Schools. His business interests are all in Detroit, and upon the rich historic past of this city he has based a romance full of passion and interest. The time is that of Washington and the Revolution, and the leading characters are Norvell, a young American patriot of the forces under Colonel Clark; Felice Constant, a French girl, who, with her father, is living in exile from the Detroit settlements on Grosse Ile; Jacques, a half-breed; Skelton, an English lieutenant and a libertine; and Doris, a sprightly English girl resident in Detroit village.

This being Mr. Sprague's first work of fiction, his dialogues have something of the essay or editorial flavor, due to his customary method of expression, and there is more or less of self-consciousness in his manner; but his English is vigorous and much superior to that of the average novel; the movement is rapid; the interest is well sustained, and the reader turns each page hastily with an eager desire to follow the developments of the tale. Mr. Sprague has turned out a very clever specimen of historical fiction. He should try his hand again.



## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

### *Solution of Iron and Manganese Peptonate.*

C. L. D.—Many formulas for this product have been printed in the BULLETIN from time to time, and you had better consult the annual indexes. A new formula was contributed recently by I. O. Stanislaus to the *New England Druggist*, and is as follows:

Iron-manganese peptonate .....6 ounces av.  
Dissolved in warm water, dis-  
tilled .....90 fluidounces.

Add

California brandy .....16 fluidounces.  
Tr. cardamom comp. U. S. P. .16 fluidounces.  
Acetic ether .....1 drachm.

Dissolve the sugar in the mixed fluids, let stand four days, and filter; to the filtrate add the acetic ether.

"The above," says Mr. Stanislaus, "will yield about one gallon of solution of iron and manganese peptonate, containing about 0.6 per cent of iron and 0.1 per cent of manganese. It is inexpensive, and yields a product superior to many of those supplied by the manufacturers and wholesalers. It is a trade-winner and a money-maker. Try it; ever since I first got it out it proved a success!"

### *Flavoring Extracts.*

J. H. C.—The following formulas will doubtless serve your purpose:

#### PEACH.

Bruised peach pits.....4 drachms.  
Oil of bitter almonds .....2 drachms.  
Diluted alcohol .....16 ounces.

Macerate 48 hours and filter.

#### PINEAPPLE.

Grated pineapple .....16 ounces.  
Alcohol ..... 6 ounces.

Macerate 48 hours in a covered vessel, and strain, adding enough water through the strainer to make the liquid measure one pint.

#### BANANA.

Banana fruit (peeled) .....1 pound.  
Alcohol .....1 pint.  
Water .....1 pint.

Macerate for 14 days; express and strain.

### *Fluid Hydrastis Colorless; a Prescription Difficulty.*

J. V. T. L.—Here is a formula for

#### FLUID HYDRASTIS COLORLESS.

Hydrastine hydrochlorate (white alkaloid) q. s.  
Glycerin .....2 ounces.  
Distilled water .....14 ounces.

Make solution by the aid of gentle heat and shaking.

The amount of hydrastine in the above formula is purposely left indefinite, since one can use practically any quantity desired. We suggest the employment of from .25 to .5 per cent—that is, from 19.2 to 38.4 grains.

You ask also regarding the following prescription:

Potassium chlorate .....1 drachm.  
Tincture of iron chloride.....40 drops.  
Glycerin .....10 drachms.  
Water .....enough to make 4 ounces.

This prescription, as you know, is very commonly used, and in so far as we are aware is practically permanent, though we have never stored a sample for six months or a year to prove it. There might possibly be a slight liberation of chlorine through interaction with the tincture of iron chloride, but we doubt if this really takes place.

### *Liquid Bluing.*

W. E. F. & Bro.—A good liquid bluing may be made by mixing one part of the best quality Prussian blue, which is also known as Chinese blue, with one part of oxalic acid. A mixture is produced which may be dissolved in boiling water and which remains in solution on cooling. One-half ounce of this will make a pint of satisfactory liquid bluing. The soluble aniline colors are very satisfactory, although some of them are destroyed by the heat of ironing. The methyl violets are a good deal used in this way, and what is known in the aniline trade as "blackley" blue is much used for laundry purposes, a one-per-cent solution being sufficiently strong for use as a liquid blue.

### *Thymol and Santonin in Powder.*

J. M. S.—Thymol has the peculiar property of liquefying when brought in contact with santonin, and the only expedient we can suggest is dilution with powdered licorice root, sugar of milk, or some similar absorbent in sufficient quantity to make a mass, this to be divided and placed in capsules or cachets.



*Catarrh Balm.*

H. A. D.—Typical formulas for cream balms for catarrh are the following, borrowed from the "Thesaurus of Proprietary Preparations:"

- (1) Bismuth carbonate .....15 grains.  
 Thymol .....3 grains.  
 Oil of wintergreen .....2 drops.  
 Petrolatum .....480 grains.
- (2) White wax .....60 grains.  
 Paraffin wax .....30 grains.  
 Sweet almond oil.....2 fluidrachms.  
 Petrolatum .....240 grains.  
 Sodium nitrate .....30 grains.  
 Water .....½ fluidrachm.  
 Oil of lemon.....10 drops.  
 Oil of orange .....2 drops.

The latter may be compounded by melting the waxes, adding the oil and petrolatum, allowing to cool, and then incorporating the sodium nitrate, dissolved in the water, and the volatile oils.

*Books on Advertising.*

A. T. B.—"Retail Advertising for Druggists and Stationers," written by Frank Farrington, and published by the Baker & Taylor Co., Union Square North, New York City, is a good book. Another excellent work, although not referring specifically to the drug business, is "Successful Advertising," written by J. Angus MacDonald, and published by the Lincoln Publishing Co. of Philadelphia.

Kreso has been used with very great success in keeping flies out of a store or a room.

*Black Ink.*

H. B.—You might try the following formula:

Shellac, 4 ounces; borax, 2 ounces; water, 1 quart; boil till dissolved, and add 2 ounces gum arabic dissolved in a little hot water; boil and add enough of a well triturated mixture of equal parts of indigo and lampblack to produce the proper color; after standing several hours draw off and bottle.

*Metric Equivalents.*

The N. Drug Co.—The United States Dispensary is wrong if, as you say, it declares a British imperial pint to be the equivalent of 1000 cubic centimeters. It is in fact equivalent to 568.336 cubic centimeters. And two imperial ounces are equivalent, not to 100 cubic centimeters, but to about 57 cubic centimeters only.

*Short Answers.*

W. H. C.—Barium sulphide is used quite generally as a depilatory, but in no other way of particular concern to pharmacy. It is also employed quite extensively in certain manufacturing operations. It is obtained by igniting the sulphate, found in nature as an ore, with carbon.

S. C. S.—To secure registration in North Dakota you must have had four years of practical experience, and must pass a satisfactory examination. The possession of a degree in pharmacy will avail you nothing. Neither will it in Montana.

W. F. H.—You will doubtless have no difficulty in preventing your cloudy syrup of hypophosphites from souring if you will omit sufficient syrup to permit of the addition of 10 per cent of glycerin to the formula.

Z. W. G.—Several manufacturers of drug-store fixtures advertise regularly in the BULLETIN OF PHARMACY. Probably all of them make prescription cases. Write them for catalogues and information.

J. S.—The formula for creolin was published on page 173 of the April BULLETIN, and a formula for a general type of disinfectant solution was printed on page 432 of the BULLETIN for October, 1903.

G. H. C.—We do not know the name of the secretary of the State Board of Pharmacy of Idaho, and suggest that you write the Secretary of State at Boise City for information.

W. G. M.—Formulas for baking powders have been printed repeatedly in the BULLETIN, and you will find a particularly good one on page 174 of the issue for April, 1903.

D. J. N.—The requirements for practicing pharmacy in Cuba were set forth at considerable length on page 260 of the BULLETIN for June, 1902.

W. H. A.—The secretary of the newly-created Board of Pharmacy for Indian Territory is H. B. Knisely, of Checotah, I. T.

J. P.—It would not be possible to make the changes in benzine which you suggest.

J. N. B.—Formulas for shoe polishes were printed so recently as last month.



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## EDITORIAL.

### FREE SERVICES TO THE PUBLIC: AN INTERESTING DEBATE.

One of the most interesting discussions at the Kansas City meeting of the A. Ph. A. was that held in the Commercial Section over the advisability of giving the public free services in connection with the sale of stamps and the use of the directory and the telephone. Men from all over the country debated the subject for more than an hour, and every one of them had such positive personal views that the interchange of opinion and experience was extremely entertaining even if it led to nothing particularly definite.

Altogether the best speeches were made by Frank Carter, of Indianapolis, and Charles Holzhauer, of Newark, both of whom exhausted the vials of their

scorn on the practice of making oneself the bonded serf of the public. Mr. Carter touched a new point when he said that he had made the discovery a year ago that the time of two of his five clerks, certainly the time of one, was virtually taken up with doing work without recompense for an ungrateful public. Six months ago he had made up his mind to be a *man* and not a *slave*; he had absolutely thrown out postage stamps, directory, free telephone, money orders and the rest, root and branch. This had enabled him to dispense with the services of one clerk, had relieved his store of much confusion and annoyance, had made the proprietor feel like a self-respecting individual once more, and, best of all, had resulted in *positively no decrease of legitimate and profitable business!*

Mr. Holzhauer was even more ironical over the question than Mr. Carter. "Why can't druggists have a little backbone?" he asked satirically. "I have on an average of twenty-five or thirty calls a day for postage stamps, and yet I never sold one in my life! If regular patrons ask for stamps I occasionally say to them: 'If you will leave your letters I'll see that they are stamped and mailed.' In this way I get credit for the accommodation. Druggists ordinarily will not take an independent and self-respecting stand because they fear that business will be driven to the other fellow's door. But this is wrong: if you refuse such free services you will find that you get the cream for yourself and leave the skimmed milk for your competitors. Let us stand up and be men and not crawling servitors!"

Much the same views were expressed by Mr. Ebert, of Chicago, and Mr. Wright, of Webb City, Mo. Mr. Ebert reported that he had put in a slot directory a year ago: it had already netted a profit of \$12 instead of an outlay of \$7 or \$8, and he expected it would bring him \$15 or \$20 next year. Mr. Wright described a postage stamp vending machine which hands out two stamps and an envelope for five cents: these, it seems, are used generally by the St. Louis druggists and are owned



by a company which looks after them monthly or oftener.

But the sentiment was not all one way: indeed, it was pretty evenly divided. Chas. R. Sherman, of Omaha, the chairman of the Section, suggested that "our merchant princes find it profitable to fit up rest rooms, reading rooms, and the like in their stores, and give people accommodations." Mr. Westcott, of Atlantic City, remarked that if you can entice people into your store for free services you have gained a great deal. Otto F. Claus, of St. Louis, stated that of his two managers the one who accommodated the people made by far the best financial showing. Mr. W. C. Anderson declared vigorously that it was a great mistake to refuse people accommodations when other druggists provide them. It was well enough in theory to entertain such dignified ideas, but "you have to conquer your pride often if you want business." The only remedy lay in organized action: if druggists will stand together and present a united front they can free themselves of the burden. Otherwise they are committing business suicide.

We leave our readers to determine whether Mr. Carter's experience sufficiently negates Dr. Anderson's prophecy. Dr. Anderson's suggestion regarding organization, however, is a valuable one, and we commend it to the careful attention of thinking pharmacists. It would certainly be possible to gain relief through concert of action; and possibly this opens up another field of opportunity for the hundreds of local associations scattered throughout the land.

#### THE DEGREE CHAOS.

That there is an unfortunate chaos in the granting of pharmaceutical degrees, and that many degrees are granted for an inadequate amount of work, are facts which have long been recognized, but the conditions were never clearly presented until Professor McGill, of Vanderbilt University at Nashville, presented a paper on the subject at the Kansas City meeting of the American Pharmaceutical Association. It is fortunate that the Professor's recommendation was adopted and a committee—a joint committee of the Conference of Pharmaceutical Faculties and the Section on Education and Legislation—appointed to consider the question and report next year some scheme looking towards uniformity.

The degrees offered by the various schools are Graduate in Pharmacy, Pharmaceutical Chemist, Bachelor of Pharmacy, Master of Pharmacy, Doctor of (or in) Pharmacy, Bachelor of Science in Pharmacy, and Master of Science in Pharmacy. Thirty schools out of the forty-eight [considered by Dr. McGill] confer the degree of Graduate in Pharmacy—Ph.G. The time required varies from forty to seventy-two weeks, the average being about fifty-four weeks and comprising two sessions. Eighteen of the thirty require experience in a drug store—generally four years. Twenty schools confer the degree of Pharmaceutical Chemist—Ph.C. The requirements are more uniform than for Ph.G. With three exceptions, no experience in a drug store is required. The time is generally two sessions of thirty-six weeks each—above this in four and below it in two schools.

So far there is more or less uniformity, but there is a wide difference in the requirements exacted for the degrees of Bachelor of Pharmacy, Master of Pharmacy, Doctor of Pharmacy, and Bachelor of Science in Pharmacy. Furthermore, Professor McGill believes the titles of Bachelor, Master, and Doctor should no longer be given upon completion of work little more extensive than is usually required for the degree of Ph.G., but from their academic nature, and because the colleges and universities of the country have united on their relative meaning, they should be reserved for those students in pharmacy who have a baccalaureate degree as a preliminary. "Such cheapening of these time-honored titles lowers the estimation in which the profession of pharmacy is held by educated people . . . and weakens the character of the recipient by encouraging and strengthening his vanity."

Graduate in Pharmacy and Pharmaceutical Chemist are the two most distinctive and suitable degrees in pharmacy, Professor McGill thinks; they are conferred in the great majority of instances; and the qualifications for them are not so different in the various schools reported upon but that some basis of equalization might be arrived at without serious inconvenience or detriment to any institution. Professor McGill suggested the following plan in outline:

Ph.G. for the shortest course for graduation, minimum of about forty-eight weeks.

Ph.C. for the longer course for graduation, minimum of about seventy-two weeks.

Phar.B. for Ph.G.'s or Ph.C.'s who have a baccalaureate degree.

Phar.M. and Phar.D. for Phar.B.'s on the completion of certain prescribed additional work.

It would be simpler—it may be wiser also—to offer only one degree after Phar.B., preferably that of Phar.D., or to offer only one degree in place of three, preferably Phar.D.



Professor McGill's paper was listened to with deep interest and the audience was in entire sympathy with his belief that the present chaos should be ended as soon as possible. Dr. Kremers supported the author in his views regarding the academic titles and declared that the granting of the degree of Doctor of Pharmacy under the present conditions was "a farce," and that if we do not insist upon proper qualifications for such titles as bachelor, master, and doctor we "shall only make ourselves ridiculous."

It cannot be gainsaid that a given degree should represent the same educational standing, wherever granted, and it is important that a movement looking towards this desired end has at last been initiated. Considerable difficulty will probably be experienced in arriving at a common basis of agreement, and the schools need not be expected to tumble over one another in their haste to adopt the reform, but a start in the right direction has nevertheless been made and the results will be satisfactory if we only possess our souls in patience and keep up the good work.

#### THE DRUG-CLERK SHORTAGE.

Various causes have been assigned for the stringency of the drug-clerk market that has made itself so apparent within the last year or two. Perhaps the most ingenious theory was that enunciated by Professor Beal before the Commercial Section at the Kansas City meeting of the A. Ph. A. This was something as follows:

The pharmacy laws do not require assistant pharmacists to undergo a probationary period of sufficient length. In Ohio, for instance, a drug clerk may become a proprietor after he has been registered as an assistant for two years, and in some States there is even no probationary period at all. The result is that too many clerks become proprietors: proprietors become too numerous, while clerks become too scarce. The remedy is therefore to compel clerks first to register as assistants, and then prohibit them from being examined as full registered men until three or five years afterwards.

As Dr. Eccles remarked in the debate following the reading of Professor Beal's paper, the solution offered is a simple one. But is it likewise the correct one? We fear not. We do not think it possible for legislation to change essentially normal and

natural conditions of this kind: artificial law can never successfully subvert natural law. Clerks become proprietors, not because indulgent statutes lead them into it, but because they are ambitious to get ahead in the world and possess their own stores. To put any obstacles in their way, so long as they are professionally competent, would be a crime against the American idea of a fair field and no favor—equal chances for everybody and special privileges for none.

Furthermore, dismissing the element of injustice in this proposition, would it avail if put to the test of practice? We do not think it would. For the first two or three years after the enactment of the contemplated statutes there would of course be fewer accessions to the ranks of proprietors, but the normal rate of flow would be resumed after the pinch-cock were released. Medicine has far more severe requirements than pharmacy, and yet competition is as bad if not worse. But even if this were not so—even if the statutes "worked" as Professor Beal thinks they would—the stringency of the clerk market would not be corrected for the reason that the diagnosis is wrong and the remedy would therefore not strike at the root of the disease.

Drug clerks have become scarce because of the conditions of labor in the retail business. The hours are too long; the pay is too meager; the social and professional standing is not promising enough to attract young men of education and ambition. These are the conditions we must grapple with if we would solve the problem, and the BULLETIN is frank enough to admit that the solution is not going to be so simple of discovery or employment that it will be applied in a trice.

Already, however, correction is slowly being made. Salaries have been advanced in several cities during the last year or two, and an augmentation in the supply of clerks has naturally followed. The hours of work, too, have here and there been "shortened," especially in the larger stores where "shifts" can be operated, and in the corporation stores where this and other methods become possible. In the smaller towns the early-closing movement offers some hope of correction also. And as for the educational phase of the situation, the enactment of the prerequisite law in New York State, and the determination of at least two other States to secure the passage of similar statutes, mean a growing elevation of standards which will attract instead of repel young men of superior training and mettle.



## THE OBSERVER'S COLUMN.

"What's become of young Harris? I haven't seen him behind your cigar counter lately," remarked the Observer to one of his friends the other day. This friend owns a large store so organized into departments that one man has charge of each, and is responsible for its conduct. Harris used to have the cigar counter up in the front of the store in a conspicuous place, and had an excellent chance to do business.

"Well, Harris isn't with us any more," the Observer's friend replied. And then, after a minute: "He was altogether too much of a sport for us. We were afraid of him."

"What do you mean?" the Observer queried.

"I mean just this—he was always playing billiards in some saloon or billiard 'parlor' every chance he got, and playing for a dollar a game at that! Now billiards in its place is as fine a game as a man can possibly play for recreation, and in your own home provides many a delightful hour. But Harris used it for gambling purposes, which was suicidal, and often stole his employers' time, which was dishonest—even if he didn't steal anything else.

"Why, he'd go out to luncheon at noon, bolt down a cup of coffee and a roll at some 'hand-me-out' counter, and use the rest of his hour in playing. Often, very often, he would be late back to the store, and for a long time we didn't know why he so frequently failed to show up on time. But we soon observed that collectors came in to 'dun' him. He would always 'stand them off' in some way, but they increased in number and finally began to come to us with complaints that Harris didn't pay his bills—bills for groceries and furniture, and clothes for his wife.

"We got suspicious that things were wrong with Harris and began investigating a little. When we discovered that he was spending his noon hours and his off nights at billiards for a dollar a game we made up our minds that Harris had better look for a job elsewhere. He was a good salesman—an unusually good one, but we couldn't stand for all this. There had often been shortages in the cigar department, and we do not know that they arose from any dishonesty of Harris's—shortages are likely to occur anywhere. But when these were coincident with billiards at a dollar a game and with insistent creditors, the conclusion was inevitable. Harris had to go—that's all. It isn't safe

to have such men around. On general principles you are compelled in self-defense to get rid of them. The temptation to steal is always great under such circumstances, and a man really stands condemned, and must expect to stand condemned, even though he be entirely innocent.

"And yet Harris was a good salesman," concluded the Observer's friend rather regretfully. "He was a good business man. It is too bad that he must make an ass of himself and ruin his chances."

## THE MONTH.

### THE NEW YORK COUNTERFEITERS.

The sensation of the month in the world pharmaceutical has been the arrest of a gang of patent medicine counterfeiters in New York City, and the implication of a considerable number of druggists in their operations. The two proprietors most directly concerned are Joseph Beecham, of London, manufacturer of Beecham's pills, and the Farbenfabriken of Elberfeld Co. The counterfeit products of these two houses were, however, made by two sets of swindlers, although one man, Howard E. Wooten, arrested two or three years ago on the same charge, had connection with both of them. In the back room of a pharmacy owned by Dr. Simeon B. Minden and Manville Thomas, at 334 Eighth Avenue, a complete plant for the printing of the imitation wrappers for Beecham's pills was discovered, and the owners of the pharmacy, together with Charles F. Risley, who apparently acted as distributing agent, have since been telling in the court-room how it all happened. The counterfeit synthetics of the Farbenfabriken people were prepared and labeled by Wooten, working in conjunction with Charles B. Cooper, at 152 West 84th Street. Sensational rumors have been floated that many retailers all over the country are implicated by the bills and letters found in Wooten's possession, and that at least two very prominent pharmacists in greater New York will be pulled into the case before it closes.

\* \* \*

### RETROGRESSION THREATENED.

There was a great deal of satisfaction expressed at the Kansas City meeting of the American Pharmaceutical Association over the enactment of the prerequisite law in New York State during the past year. It has been felt for years



that this step should be taken sooner or later, and the action of New York was the realization of a long cherished hope. Meanwhile other States are preparing to do as New York has done, notably Pennsylvania and Minnesota; and now, after pharmacy has in a sense adjusted itself to the new order, and is hopeful for the future development of the movement, it is with a distinct shock that one learns of the determination of some of the druggists in Central New York to do their best towards securing the abolition of the prerequisite measure! The center of this insurrection seems to be in Syracuse. About 75 druggists from this city and various nearby towns have met in council once or twice, and have made preparations to carry out their purposes. That they will fail in their reactionary efforts cannot be doubted, for they will find, particularly in Greater New York, a determined body of men who will oppose them at every step. What excuse do the insurrectionists put forward? Simply this—they fear the supply of clerks will be decreased. To this it is enough to reply that the prerequisite law, while it may reduce somewhat the number of clerks at the start, will in the end increase the supply by appealing to a class of educated young men who now pass by the doors of pharmacy because the professional and scholastic standing is not high enough to attract them. But even if the prerequisite law in New York State does not mean an augmented supply of clerks, it will certainly guarantee a better class of them.

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#### INCREASED COLLEGE ATTENDANCE.

It is interesting to notice that the number of students matriculating at the colleges of pharmacy throughout the United States is reported as being larger this fall than has ever been the case before. The increase in New York can of course be very well accounted for because of the enactment of the prerequisite law, but the reason elsewhere is not so clear. Doubtless the New York measure, by a sort of reflex action, has had a good deal to do with the conditions throughout the country generally, particularly since the pharmacists who come into New York State in the future must be able to show that they have complied with requirements equal to those demanded in that State. Discussing another phase of the prerequisite law in New York, there has been a universal desire to gain definite information regarding the equivalent meaning of the twelve

regent's counts which the law imposes as a preliminary requirement upon the colleges of the State. Mr. Caswell A. Mayo, in a paper read at the Kansas City meeting of the A. Ph. A., declared that he had made heroic efforts to learn from the Board of Regents itself just what this requirement meant in terms of grammar or high school work, but had been able to determine only in a general way that it seemed to be equivalent to the first year of a high school course.

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#### A DEADLOCK IN CANADA.

Two or three months ago we reported that the retailers and jobbers of Canada had jointly agreed upon a contract plan which they were to offer to the proprietors as an ultimatum. It now seems that the proprietors are inclined to be a little coy. We learn from the October number of the *Canadian Pharmaceutical Journal* that "of all the proprietors who have promised in previous years to adopt a contract plan as soon as it became workable only one has had sufficient respect for his solemn promise to redeem it. Dr. Pierce, of Buffalo, is apparently the only man among them who respects his word." The contract plan is quite elaborate, and provides, among other things, that the goods shall all be sold through the wholesaler, and that the latter shall receive a profit of at least 15 per cent, the freight being paid by the proprietors. At a meeting of the proprietors held in Toronto the plan of the retailers and wholesalers was turned down on the ground that it involved an illegal combination, and for the reason, furthermore, that the proprietors "did not want the wholesalers to control their business." It looks very much to an outsider as if a deadlock had developed, and as though some sort of a compromise would have to be effected before there can be anything like unanimity.

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#### LEGAL DEVELOPMENTS.

Several developments have ensued during the past few weeks with respect to the legal features of anti-cutting campaigns. The Platt suit has been discontinued, and the fines against Secretary Wooten and the N. A. R. D. have been remitted. It is claimed by Platt's attorneys that this step was taken after the Chicago jobbers had agreed to make sales to Platt. So far as the efficacy of contract plans is concerned, the Miles Medical Co. has won two suits during the last month—one in Boston



and one in Philadelphia. In each case the Miles Co. was granted judgment and costs, and the cutter was permanently enjoined from handling the goods in the future in any way whatsoever. Singularly enough, however, a similar effort made by Henry K. Wampole & Co. in Montreal was rendered unsuccessful by the decision of the judge that the contract agreement was illegal and against the freedom of trade. The Montreal decision is so strikingly at variance with a considerable number of decisions which have been made both in England and the United States that it really has no weight. Finally, the suit for damages brought by the Baltimore cutter against several jobbers has been dismissed. The latter suit was the result of the efforts made in Baltimore by the Washington Promise Committee of the proprietors.

\* \* \*

#### THE UNITED DRUG CO.

The United Drug Co. seems to be meeting with considerable success. As our readers know, this organization was formed two or three years ago for the purpose of making a line of druggists' specialties known as the "Rexall" remedies. Forty of the largest retailers in the country, situated in the leading centers, are stockholders, and agents are likewise to be found in some of the smaller towns. The annual stockholders' meeting was held last month in Boston, and it was decided to enlarge the laboratory, situated in the Roxbury district, where 400 persons are already employed. Several social features enlivened the two days' gathering, including a banquet given at the Hotel Brunswick, and Mr. E. D. Cahoon, of New York, was re-elected president. The newly elected Board of Directors comprises Messrs. J. C. Brady, of Fall River, Mass., W. C. Bolton, of Brooklyn, N. Y., James Demoville, of Nashville, Tenn., Charles A. Rapelye, of Hartford, and E. R. Petty, of Newark.

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#### WOOD ALCOHOL AGAIN.

The several deaths resulting in New York City from the ingestion of whiskey made of wood alcohol, and sold in a disreputable saloon, calls to mind again the dangerously toxic nature of this substance. An investigation undertaken at the beginning of the present year by two prominent physicians, Dr. Frank Buller, of Montreal, and Dr. Casey Wood, of Chicago, has shown that about 175 cases of blindness and over 100 deaths during the

past seven or eight years can be directly imputed to wood alcohol in the various forms in which it is manufactured. This estimate is a conservative one, and only treats of published instances of deaths and blindness. The practice of substituting wood for grain alcohol in the manufacture of medicinal preparations is a most insidious and pernicious means of poisoning, and the sale not only of methyl whiskey, but also of remedies and toilet preparations manufactured or adulterated with wood alcohol, should be restricted by law.

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#### MR. MEYER'S GOLDEN WEDDING.

One of the remarkable Nestors of the drug trade is Mr. C. F. G. Meyer, president of the well-known jobbing house in St. Louis of the Meyer Bros. Drug Co. Two years ago it afforded the BULLETIN much pleasure to speak of the very appreciative and handsome manner in which the employees of the house recognized the completion of Mr. Meyer's fiftieth year of service in the harness, and it gives us equal pleasure now to acknowledge receipt of the very neat brochure describing the golden wedding which Mr. and Mrs. Meyer celebrated early in July of the present year. Interesting pictures are given of the two chief participants of the occasion, their family of children and grandchildren grouped on the porch, and several of the engraved tablets and the like which the day brought forth. The remarks made by Mr. Meyer and by others are also reprinted, and altogether the booklet is a most interesting and quite remarkable souvenir. Mr. Meyer, as the founder of the Meyer Bros. Co., deserves the credit of building up the largest jobbing house in the country, and it is pleasant to know that after fifty-two years of continuous service he is still pursuing the active, wholesome, philanthropic life which has always distinguished him.

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#### A COMBINE THAT FAILED.

Drug store combinations, like every other kind of human affiliations, result in varying degrees of success. Some of them succeed. Some of them fail. When the Union Drug Co. was formed two or three years ago in Philadelphia with a capitalization of one million it was thought that here was the nucleus of a tremendously large combination in



drug stores. It was proposed not only to secure numerous successful pharmacies in Philadelphia, but to reach out and bring other cities and districts within the scope of the company's operations. Bankruptcy rather than conquest has been the result, however, and now the several stores of the corporation are gradually being sold off to the highest bidders.

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#### THE CARBOLIC ORDINANCE.

The druggists of Greater New York are still feeling and expressing a strong discontent with the recently enacted ordinance prohibiting the sale of carbolic acid in solutions greater than those of 5 per cent strength except upon a physician's prescription. The Health Board has refused to revoke the ordinance at the behest of the druggists, and now the latter say that they will carry the question to the legislature and make a fight there. The situation is rendered somewhat complex by the fact that the Manhattan Pharmaceutical Association passed a resolution commending the ordinance and declaring that Health Commissioner Darlington acted wisely in surrounding the sale of carbolic acid with restrictions. Certain members of the Association now insist that the resolution, passed while the attendance was meager, does not represent the opinions of the body as a whole, and at least two or three members have resigned as an expression of their dissatisfaction. One interesting sequel of the controversy is the development of an effort looking towards the appointment of a pharmacist on the Board of Health in order that the interests of the pharmacists of the city may be conserved better in the future than has been the case in the past.

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#### A WORTHY CAUSE.

The question has often been asked: "Why do not our rich men in the drug trade endow some of our colleges of pharmacy? These institutions, compelled to be entirely self-supporting, have to struggle along under disadvantages and burdens which are in most instances fatal to that equipment of men and facilities which the conditions demand. In the university schools some assistance from the State or from general endowments is enjoyed in a few cases, but in only 3 of the 83 colleges and schools of pharmacy in the United States are there specific endowments, and even in these instances

the funds are so small as scarcely to be worth mention. The Massachusetts College has \$18,015, the Albany College \$4353, and the New York College \$2000. Let us hope that the action of Mrs. Warren B. Potter, in leaving the Massachusetts College of Pharmacy a "Warren B. Potter" fund of \$50,000, will be followed by other wealthy persons connected with the drug trade. No cause is more worthy of support than pharmaceutical education; and it does seem as if the wealthy jobbers, manufacturers and proprietors who are to leave considerable estates behind them ought to bear this in mind.

\* \* \*

On the complaint of Thomas A. Edison, Sr., the Post-office Department at Washington has issued a fraud order against the "Thomas A. Edison, Jr., Chemical Co." The senior Edison says that his son has no inventive talent, and that he was pulled into this company in order that his name might be used for deceptive purposes.

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The Rhode Island College of Pharmacy opens its work this year in new and enlarged quarters. It now has an entire building to itself—which is considerable of an advance for a school only three or four years old. We observe that Dr. A. H. Brundage, formerly of the Brooklyn College, is numbered among the faculty.

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The School Commissioner of North Dakota threatens to get after the druggists for the sale of blackberry wine which is innocent of all connection, historic or otherwise, with blackberries.

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George Frank Kellogg, Secretary of the Eastern Drug Co., Boston, died suddenly at his summer home, "The Bungalow," at Egypt, on Cape Cod, early last month after a very brief illness.

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The druggists of New York State have a political candidate in the person of William Muench, of Syracuse, who has been nominated for the position of State Treasurer.

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W. J. Hughes, a Minneapolis cutter, threatens to bring suit against the jobbers for refusing to supply him with goods.



## THE ST. LOUIS CONVENTION.

**Last Month's Meeting of the N. A. R. D.—The Largest and Most Successful in its History—Over 800 Druggists in Attendance—Several Proprietors Accepted the Contract Plan—The Annual Dues Advanced to \$4.00—Thomas Voegeli Elected President—A Harmonious and Fruitful Convention.**

The N. A. R. D. is the last hope of the thousands of retail druggists who believe in organization. They feel that it was launched amid conditions rarely favorable to its success—that it has been so wisely planned, so patiently and justly administered, so devotedly upheld, that its failure would be tantamount to expunging the word "organization" from the druggist's vocabulary. In this mood, they look upon the annual convention of the N. A. R. D. as the great event of the business year, and the success of the gathering they measure exactly by its answers to the questions: What is the present state of the N. A. R. D.? What has it accomplished? What is the net result of the St. Louis convention? What important changes in policy were there enacted? What does it promise for the coming year? What steps were taken to provide funds? How much nearer is



B. E. PRITCHARD, retiring President.

the N. A. R. D. to the fulfilment of its principal though not its main endeavor—to restore prices and profits on proprietary merchandise?

The St. Louis convention was the largest of the seven gatherings which have been held since the birth of the N. A. R. D. in 1898. Thirty-four States and Territories sent a total of 308 delegates. In addition 547 visitors were in attendance. Probably one thousand people were present at different times, the largest delegations coming from Illinois, Pennsylvania, Missouri, Ohio, Massachusetts, Indiana, and Iowa.

### THE PRESIDENT'S ADDRESS.

The distinct feature of the address of the president, B. F. Pritchard, of McKeesport, Pa., was the attitude taken towards jobbers who have been lukewarm supporters of the tripartite plan. "The tripartite plan of distribution, if honestly adhered to, would cure the cut-rate evil in a comparatively short time; but it has *not* been honestly adhered to,

and we propose to place the blame for its failure to operate right where it belongs. We need the jobber in the conduct of our business; we have no desire to see him bowled out of the game, but we want him to play fair all around. . . . There are many loyal jobbers who are willing to do right; let us seek them out and confine our dealings to that class. There are 422 wholesale druggists in the United States; of these there are 361 on the honor roll, leaving 61 that are not."

Proceeding to discuss the direct contract and serial numbering plan, the president intimated that it would be best for the convention to accept a minimum contract price less than \$1. He quoted with apparent approval the remark of a proprietor who declared that he would "commit financial suicide" if he adopted a plan binding retailers "to sell his goods at full prices in all cases and under all circumstances." The president thought that the efforts of the fourteen proprietors during the last year to correct the cut-price situation had resulted in good inasmuch as it had shown them the great difficulties of the tripartite plan, and at least partially converted them to the necessity of the direct contract method. Concerning the finances of the Association, Mr. Pritchard recommended that a committee be appointed comprising one delegate from each State, and that this committee deliberate upon the subject and suggest some definite programme for the action of the convention. This recommendation was afterwards adopted. The various national bills in which the N. A. R. D. is interested were spoken of with approval, particularly the Mann bill, and the efforts put forth in their behalf at the national Congress by Mr. John C. Gallagher, of New Jersey, were highly commended.

### REPORT OF THE EXECUTIVE COMMITTEE.

The fine report of this committee was read by the chairman, Simon N. Jones, of Louisville, Ky. It was a long and powerful résumé of the work of the year, together with considerations for the future welfare of the Association. While the committee felt that it could not alter its opinion regarding the inefficiency of the tripartite plan, it realized also that the plan should be continued in view of the fact that those jobbers who supply cutters must do so clandestinely, if at all, and the fear of detection often keeps them from wandering from the straight and narrow path. Indeed, only five jobbers had stepped aside during the year, "and in each of these instances satisfactory understandings were perfected, and no further violations by these jobbers have been brought to our knowledge by the proprietors." The committee thought that the jobbers of the country were much more willing to accept the direct contract plan now than they were a year ago. The jobbers had found that the great increase in the sale of proprietaries by the large mail order



houses, at prices to the consumer which the jobber charges the retailer, had cut seriously into their business; and since these houses are unable to handle contract goods, the wholesalers had grown to realize that the contract plan was a good thing after all.

The efforts of the "Washington Promise" proprietors were spoken of with commendation, particular reference being made to the "far-reaching results" achieved at Atlanta. It was recommended that resolution "C," regarding the sale of pharmaceuticals by manufacturers, be rescinded; that every retailer in the Association confine his support to the jobbers on the "honor roll;" that a national salesman's card be adopted; that serious consideration be given to the question of extending special benefits to N. A. R. D. members; that, while it is perfectly proper for proprietors to make donations to the N. A. R. D. treasury, in consideration of the benefits which are yielded them from the activities of the Association, the N. A. R. D. should nevertheless be financially independent, and that something definite should be done towards rendering it so at the convention. Considerable praise was given to Mr. C. M. Carr, editor of "N. A. R. D. Notes;" to Dr. Joseph R. Noel, chairman of the Organizing Department; to Secretary Wooten, and to the pharmaceutical press.

#### REPORT OF THE SECRETARY.

Secretary Wooten stated that the number of State associations now in affiliation with the national organization is the same as reported last year—thirty-one. The increase in the membership of local associations amounts to 149; 104 associations were dropped during the year, leaving the total number of local associations now affiliated 784. A gain was registered during the past year of  $5\frac{3}{4}$  per cent. The expenses of the Department of Publicity amounted to \$13,329.35. The receipts for the year were \$6020.14, leaving a deficit of \$7309.21. The local associations now affiliated with the N. A. R. D. are scattered in the several States as follows:

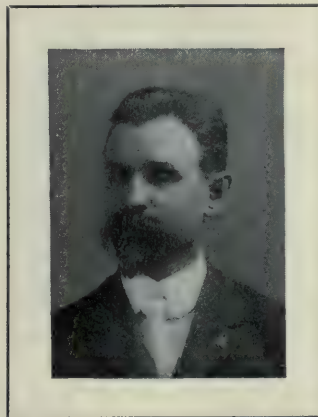
Alabama, 20; Arkansas, 7; California, 20; Colorado, 9; Connecticut, 12; Delaware, 2; District of Columbia, 1; Florida, 8; Georgia, 16; Illinois, 78; Indiana, 50; Indian Territory, 4; Iowa, 48; Kansas, 32; Kentucky, 25; Louisiana, 9; Maine, 5; Maryland, 5; Massachusetts, 36; Michigan, 40; Minnesota, 24; Mississippi, 3; Missouri, 32; Montana, 3; Nebraska, 5; New Hampshire, 6; New Jersey, 10; New Mexico, 2; New York, 41; North Carolina, 7; North Dakota, 1; Ohio, 63; Oklahoma, 4; Oregon, 5; Pennsylvania, 53; Rhode Island, 5; South Carolina, 2; South Dakota, 13; Tennessee, 10; Texas, 22; Utah, 2; Vermont, 2; Virginia, 12; Washington, 5; West Virginia, 15; Wisconsin, 41. Canada—Province of Quebec, 1.

#### "N. A. R. D. NOTES."

The report of Charles M. Carr, editor of the "Notes," showed that this periodical has a circulation of upwards of 10,000 paid subscribers. During the last year 900,000 copies were printed and circulated to subscribers and to others as sample copies. "N. A. R. D. Notes" is not a paying proposition so far as direct financial returns are concerned, the last year showing a deficit of \$4562.74, but it is beyond all question a powerful organ and means of making propaganda for the Association.

#### THE ORGANIZATION WORK.

A very good showing was made in the report of General Organizer Joseph R. Noel concerning the organization work of the N. A. R. D. Between September 6, 1903, and September 24, 1904, \$29,776.35 was spent by the Organization Department in the prosecution of its work. Of this amount \$14,712.76 represents traveling expenses; \$14,018.89 the salaries of the representatives; and \$1044.70 office expenses. The total amount spent in 1903 was \$22,305; in 1902 \$16,358; in 1901 \$11,951. The total amount collected by the department during the year was \$24,857.33. In passing it is interesting to observe that this sum is over 43 per cent of the total receipts from all sources, and over 73 per cent of the receipts for dues and organization fees. The amount collected for 1903 was \$16,868; for 1902 \$13,256; and for 1901 \$11,327. The deficit in running the Organization Department this year amounts to \$4919.02. The deficit for 1903 was \$5437; for 1902 \$3102; for 1901 \$624, making a total deficit for the three and two-third years since the department was started of \$14,082.97, or an average of approximately \$3800



THOMAS VOGELI, President-elect.

per year. This represents the amount drawn from the treasury in addition to collections made by the department. The number of members secured for the convention year just closed was 2280. The number for 1903 was 3148; for 1902, 3770; for 1901, 3468—a total of 12,666. The number of associations organized this year is 145. In 1903 it was 140; in 1902, 222; and in 1901, 244.

Dr. Noel recommended that the dues be increased from \$2 to \$5 a year, and he showed by statistics that former increases in the annual dues had not been followed by a decrease in the number of paying members. In fact the contrary had been the result.

#### THE TREASURER'S REPORT.

This was read by Charles F. Mann, of Detroit, Mich. Altogether, \$61,448.60 was collected during the year, and \$56,434.99 disbursed, leaving a balance in the treasury of \$5013.61. It may be stated here that this was the first time in the history of the N. A. R. D. when it could come to the annual convention with a satisfactory balance in the treasury. Of the \$61,448.60 collected during the year, \$25,352.00 came from dues, \$22,954.81 from donations, \$8598.74 from organization fees, and other sums from various sources.



The following very interesting table of receipts indicates very briefly the financial support which the N. A. R. D. has secured from the drug trade since its organization in St. Louis six or seven years ago:

TABLE OF RECEIPTS.

| Convention Year                | 1899       | 1900       | 1901        | 1902        | 1903        | 1904        |
|--------------------------------|------------|------------|-------------|-------------|-------------|-------------|
| Per capita, State              | 25 cents   | 50 cents   | 50 cents    | 50 cents    | 25 cents    | 25 cents    |
| Per capita, local              | 25 cents   | 50 cents   | 50 cents    | 50 cents    | \$2.00      | \$2.00      |
| No. members paid, State.....   | 4,262      | 4,275      | 3,250       | 3,161       | 5,504       | 9,680       |
| No. members paid, local.....   | 3,989      | 4,842      | 9,674       | 8,284       | 6,883       | 11,796      |
| Total .....                    | 8,251      | 9,117      | 12,924      | 11,445      | 12,387      | 21,476      |
| Received for dues .....        | \$2,062.75 | \$4,558.75 | \$ 6,462.00 | \$ 5,722.75 | \$13,995.75 | \$25,352.00 |
| Donations, org. fees, etc..... | 2,486.40   | 1,092.41   | 13,435.00   | 15,535.47   | 23,307.49   | 36,096.60   |
| Total receipts.....            | \$4,549.15 | \$5,651.16 | \$19,897.00 | \$21,258.22 | \$37,303.24 | \$61,448.60 |

## ADOPTION OF THE CONTRACT PLAN.

The most striking trait of the whole convention was the unanimity of sentiment, the harmony among the delegates, the general disposition to sink minor differences, to waive details and unite on policies, to "get together" in urging and demanding the Direct Contract and Serial Numbering Plan. Illinois and Ohio evidently realized that "dramatic" conventions are fine things for the visitor and "great copy" for the reporters—but death to the organization. On every side there were plain signs of a resolution to have nothing but the Direct Contract Plan, to demand it of the proprietors, and to compromise on pretty much all else. Well, the Direct Contract Plan was indorsed and commended, in the following language:

*Resolved*, That this convention again affirms the position of the National Association of Retail Druggists in favor of the direct contract and serial numbering plan.

*Resolved*, That we hereby express our heartfelt appreciation of the labor of those manufacturers who have already put the plan in effect as their method of marketing proprietaries.

*Resolved*, That as a result of the demonstration we are convinced of the power of this plan to rescue the drug trade from most deplorable existing conditions; and

*Resolved, further*, That because of the results accomplished we earnestly urge upon all proprietors who are sincerely interested in the cause of the retailer the desirability of adopting the direct contract and serial numbering plan.

## THE PROPRIETORS WHO ACCEPT IT.

The first signal of acquiescence came from Mr. Schumacher, who, amid wild and vociferous cheering, promised that the Peruna Company would adopt and enforce the Direct Contract and Serial Numbering Plan with a minimum-price provision of 83 cents just as soon as 30,000 signatures could be secured to the contract. Ere the close of the convention, Mr. Simon N. Jones announced with authority that the Wells & Richardson Company had likewise adopted the Plan for their Paine's Celery Compound, Kidneywort Tablets and Will's English Pills, their price-minimum being 90 cents. A partial acceptance of the Plan was announced by Dr. V. Mott Pierce on behalf of the "St. Louis Club Proprietors," Pierce, Piso, Kilmer, California Fig Syrup Com-

pany, Shoop, and Paris Medicine Co. These proprietors adopt the Plan in dealing with the jobber but essay no direct contract with the retailer *à la* Miles, Peruna, and Wells-Richardson. Each contracting jobber agrees under money penalty not to sell cutters or cutter-suppliers; the jobbing agency is revocable for breach of this trust; and the contract price in each locality is to be fixed by three-quarters of the respective retailers.

This modified plan will be given a fair and patient trial, but the whole St. Louis convention showed unmistakably that the N. A. R. D. stands as one man on the demand that the proprietor must himself devise the machinery for restoring prices and profits; that the Direct Contract and Serial Numbering Plan will alone prove effectual; and that compromises will meet with short shrift after their failure becomes patent. But the general insistence on the direct contract has, of course, as yet produced only its first effects. The great majority of the proprietors must be brought into line, and the arduous task of the Executive Committee has only begun. But it begins under the immense advantage of a good example set by some of the largest proprietors in the country, and backed by a powerful and united sentiment pervading the 800 affiliated organizations in the N. A. R. D.

## THE ATTITUDE OF THE JOBBER.

Intensely interesting is the probable action of the National Wholesale Druggists' Association at its early convention in New Orleans. The representatives of the N. W. D. A. present in St. Louis made no secret of their expectation that, in adopting the Direct Contract Plan of the Peruna Company and the Wells & Richardson Co., they looked to the proprietors for compensation covering the added labor and detail. The jobbers are not opposing the Contract Plan, but since the burden of its execution falls principally on their shoulders they demand an equivalent. The allowance now made the jobber by the Miles Company is, we believe, an extra two per cent.

## FINANCING THE N. A. R. D.

Few people realize how the work of the N. A. R. D. has expanded during the past few years. An idea of its needs is given by the budget of estimated expenses for the fiscal year 1905, presented by the Special Committee on Finance, Mr. John I. Straw, chairman:

|                             |             |
|-----------------------------|-------------|
| Secretary's office .....    | \$15,000.00 |
| Treasurer's office .....    | 500.00      |
| Executive committee .....   | 2,000.00    |
| Organization .....          | 45,000.00   |
| Legal department .....      | 2,500.00    |
| Publicity department .....  | 13,000.00   |
| St. Louis convention .....  | 250.00      |
| Legislative committee ..... | 500.00      |
| Total .....                 | \$78,750.00 |

To provide the money, the Association fixed the annual dues at \$4 for each member of a local society. The dues of the State societies remain as at present 25 cents per member. The estimated receipts for the year are:

|                                                  |             |
|--------------------------------------------------|-------------|
| Organization fees .....                          | \$ 7,692.75 |
| Membership fees from local organizations.....    | 42,000.00   |
| Estimated amount of back dues collectible.....   | 11,363.80   |
| Advertisements and subscriptions to "Notes"..... | 8,000.00    |
| State Association dues.....                      | 2,500.00    |
| Total .....                                      | \$71,558.55 |
| Cash on hand.....                                | 7,998.56    |
| Grand total .....                                | \$79,553.11 |



The soliciting of regular trade advertisements for the N. A. R. D. Notes was condemned as "not feasible at the present time."

#### THE QUESTION OF DONATIONS.

The acceptance of money from the proprietary houses has been a much-mooted point. Many members, notably the Ohio delegates, feel that the N. A. R. D. compromises its independence when its funds are donated by non-members. On the other hand, these outside contributors were at the time absolutely essential, and the officers as well as the members of the Executive Committee vehemently repel the intimation that their official conduct has been in any way influenced by subscriptions. No one failing to subscribe has been molested; no offending contributor has been spared when caught violating his promises to the trade. Any one at all familiar with the workings of the N. A. R. D. will not believe for a moment that it has been swayed by the outside contributions. The national association in beginning its work faced a two-horned dilemma, for, as Mr. Gale puts it very cleverly, "Without results you can't get money, and without money you can't get results." This year the voluntary donations reported were those of the Allcock Manufacturing Company and the California Fig Syrup Company, \$1000 each.

#### COLLECTING THE CASH.

The need of personal solicitation in gathering the funds was sharply impressed upon the convention by both Secretary Wooten and General Organizer Noel. Repeated attempts to collect dues by mail have proved utterly disheartening. The last experiment in Michigan and Alabama yielded hardly enough money to pay the postage on the letters. From 2300 letters only 100 replies were received. Dues, like orders in business, must be personally sought.

#### TAXING PATENT MEDICINES.

The plan of raising funds for the N. A. R. D. by a one per cent tax on patent medicines was much talked of before the meeting, but in committee and on the floor it was effectually opposed, especially by Mr. W. C. Anderson, on the ground that the one per cent would be unfailingly added to the cost of the goods and come out of the retailer's pocket.

#### AN INSURANCE PROPOSITION.

While speaking of the financial condition of the Association, past and present, reference may be made to a plan brought forth at St. Louis by Frank H. Freerichs, of Cincinnati. Mr. Freerichs proposed the formation of a national druggists' fire insurance company with a capital stock of \$200,000. Two thousand druggists would invest \$100 each in the concern, upon which holding they would make \$40.00 annually. Insurance would be sold to policy holders at 25 per cent lower than the prevailing rates. The annual gross earnings of the company would be \$200,000, and inasmuch as the insurance would be sold entirely by N. A. R. D. organizers, and would net the N. A. R. D. a 10-per-cent commission, \$20,000 would therefore be paid annually into the national treasury. All this calculation was based upon the supposition that the insurance for at least one-fifth of the insurable drug property of the country would be written

—a supposition which Mr. Freerichs thought very conservative.

#### MAJOR KRAMER PRESENTS A NEW PLAN.

Major H. L. Kramer came forward with a new and novel scheme to raise money for the association. He distributed 1000 tickets, costing 25 cents each, which entitled the holder to a chance to win a capital prize of \$25,000 in a contest in which \$75,000 would be awarded in graded prizes to those who guessed nearest to the actual number of visitors to the St. Louis Purchase Exposition during the period in which it was open. All guesses would be credited by a system of numbering to the N. A. R. D., and coupons with guesses were to be sent to Secretary Wooten by the guessers.

#### "WASHINGTON PROMISE COMMITTEE."

As spokesman of this group of proprietors, Dr. V. Mott Pierce was listened to with respect and general good will. Several months, he said, were required after the Washington meeting to find competent agents and to arrange schedules.



CHARLES R. JUDGE, First Vice-President.

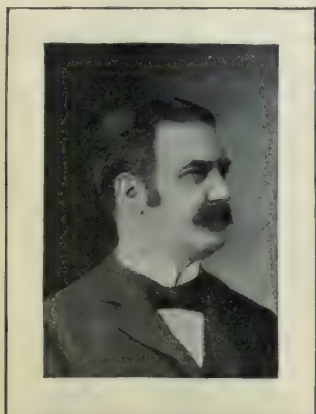
Good results were obtained in the South, specifically in Atlanta, in Omaha, Council Bluffs, and the following cities: Easton, Warren, and Carlisle, Pa.; Haverhill and Boston, Mass.; Asheville, N. C.; Toledo, Ohio; San Francisco, Oakland, Sacramento, and Los Angeles, Cal.; Atlanta, Ga.; Nashville, Tenn.; Baltimore, Md.; Birmingham and Montgomery, Ala.; Manchester, N. H.; Jamestown and Lyons, N. Y.; Monroe, Saginaw, Bay City, Menominee, Calumet, and Ishpeming, Mich.; Marietta, Wis.; and Parkersburg, W. Va.

The clear-sighted proprietor knows that full prices to the retailer means less antagonism to advertised goods, and no substitution. But according to Dr. Pierce, 69 per cent of the people of the United States live in the country and in towns of less than 10,000 population. Here there is no cutting; full prices are the rule, and the druggist or storekeeper, getting his dollar, fears and distrusts the signing of any contract "which may mortgage his home." In Canada, under the direct contract, the Pierce Company's business fell off 15 per cent during the first half of 1904, and 19 per cent during the year following the adoption of the contract. On these grounds Dr. Pierce was reluctant for the present to go beyond the plan reported later—a direct contract with the jobber only.



## THE LEGAL DEPARTMENT.

The delegates gave a warm reception to Hon. Joseph W. Errant when he set forth the manifold duties of legal adviser to the N. A. R. D. While Mr. Errant's ability and devotion are known to be beyond all proportion to the slender compensation, it is less understood that the attorney of such a body is more than a mere pilot amid the legal reefs and shoals. In the devising of ways and means, in the



THOMAS V. WOOTEN, Secretary.

designing and carrying out of policies, constructive talent of a high order is required. The "legal architecture" of such bodies as the N. A. R. D. and the N. W. D. A. is coming to be better appreciated. Mr. Errant spoke on the larger and broader uses of organization and protested against measuring the many practical and solid benefits of the N. A. R. D. by the one standard of restored profit on a single class of merchandise.

## NATIONAL LEGISLATION.

The report of the Committee on National Legislation was most able, painstaking and instructive. Its recommendations were:

1. That this association indorse the passage of a food and drug bill that limits the definition of a drug to those contained in the United States Pharmacopœia, also that the standard of purity and quality fixed by the Pharmacopœia shall be the only standard, and no deviation should be permitted.
2. That the work for the reduction of the tax on alcohol to 70 cents per gallon (Boutell Bill H. R. 9303) be continued with greater efforts.
3. That this association oppose the passage of the free denatured alcohol bill (H. R. 9302), also all tax-free alcohol bills.
4. That the incoming committee on national legislation watch closely S. 1526. If an attempt is made to pass it that it be defeated.
5. This association should pass a strong resolution condemning the manufacture of serums by the national and State governments.
6. That the parcel post bill be defeated.
7. That this association work for the passage of the Naval Pharmacist Bill, and all bills that improve the rank and pay of the pharmacist in public service.
8. That H. R. 93, making the metric system of weights and measures the legal standard, be indorsed.
9. That this association place itself on record as to its position in regard to the printing of the formula on label of proprietary medicines, as contained in Webb Bill (H. R. 5437).
10. That an effort be made to have the mutilation of marks and numbers of trade-marked and copyright medicines a violation of the law.
11. That the work on the Mann Bill be continued with greater force.
12. That a strong resolution of thanks be passed thanking Congressman James R. Mann for his work on patent revision.

## PHARMACY LAWS.

Chairman Lewis C. Hopp, of the Committee on Pharmacy Laws, in his report paid a high tribute to the value of the American Pharmaceutical Association, of which he

was the chief executive during the past year. He favored the appointment of registered pharmacists only to membership in the various State boards of pharmacy and urged that the members of these boards be not compelled to do police duty. He commended the National Association of Boards of Pharmacy recently organized at Kansas City and believed that through the work of this body an interchange of certificates of qualification to practice pharmacy between the States could soon be arranged. He favored the education of the public to an appreciation of the value of the pharmaceutical calling to every community through the work of the Publicity Department of our organization.

## THE COMMITTEE ON RESOLUTIONS.

Interesting reports were read by other committees, such as those on Commercial and Fraternal Relations, Form of Organization, etc., etc. So far, however, as these reports contained any definite recommendations, they were acted upon by the Committee on Resolutions; and the report of the latter body follows. This report really epitomizes at every convention the actual work done and the decisions made with reference to future operations. The working principles of the N. A. R. D., as laid down at the St. Louis convention, are to be found in the following report submitted by Mr. William Bodemann, chairman:

## THANKS TO MR. PRITCHARD.

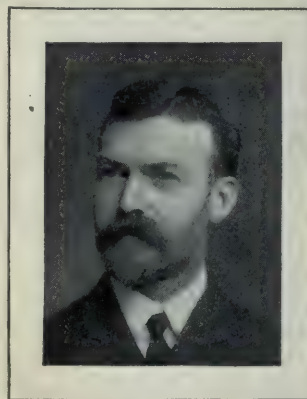
*Resolved*, That the thanks of this Association are extended to our retiring president, Mr. B. E. Pritchard, for his earnest, conscientious, and able efforts during the past year on behalf of the retail drug trade.

*Resolved*, That the sympathy of the members of this Association is extended to him in the great bereavement he has recently suffered.

## THE DIRECT CONTRACT PLAN.

*Resolved*, That this convention again affirms the position of the National Association of Retail Druggists in favor of the direct contract and serial numbering plan.

*Resolved*, That we hereby express our heartfelt appreciation of the labors of those manufacturers who have already put this plan into effect as their method of marketing proprietaries.



CHARLES F. MANN, re-elected Treasurer.

*Resolved*, That as the result of demonstration we are convinced of the power of this plan to rescue the drug trade from most deplorable existing conditions, and

*Resolved, further*, That because of the results accomplished, we earnestly urge upon all proprietors who are sincerely interested in the cause of the retailer the desirability of adopting the direct contract and serial numbering plan.

## NATIONAL SALESMAN'S CARD.

*Resolved*, That the executive committee is authorized to adopt, if practicable, a national salesman's card.

## TRADING STAMPS.

*Resolved*, That we again affirm it as our belief that the use of trading stamps is detrimental to the interests of the drug trade and approve the efforts being made to secure the passage of anti-trading stamp laws in the various States.



## ADVERTISING.

*Resolved*, That we again express our commendation of those proprietary medicine manufacturers who have adopted the means within their hands of preventing the advertising of their products at cut prices, and urgently commend such similar action to the consideration of other proprietors.

## NATIONAL LEGISLATION.

*Resolved*, That we commend the active and well directed efforts of our committee on National Legislation in their attempt to secure a revision of our patent and trade mark laws in the interest of equity and justice, to secure a reduction of the tax on alcohol, and to secure the insertion of wide and proper standards in the Pure Food and Drug Bill now pending before Congress.

We pledge our fullest support to this committee and direct that the executive committee facilitate the work of the members of the committee in every way possible.

*Resolved*, That the thanks of the Association are extended to Hon. James R. Mann, member of Congress from Illinois, for able assistance rendered the committee.

## PHARMACY LAWS.

Your committee to which was referred the report of the standing committee on pharmacy laws begs to commend the recommendations concerning interchange of certificates, qualifications for membership on State boards of pharmacy, re-registration, and other suggestions, to the consideration of the druggists of the various States affiliated with this association.

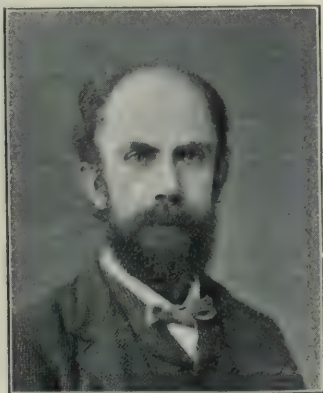
## THANKS TO THE 14 PROPRIETORS.

*Whereas*, This committee is thoroughly convinced of the sincere efforts of the several proprietors who appeared before this association at its convention in Washington one year ago, with an announcement of a plan by which they proposed individually to endeavor to improve trade conditions;

*Be it Resolved*, That this association extend the thanks of its members to the said proprietors in recognition of their earnest labors and valuable services during the past year.

## THE SALE OF PHARMACEUTICALS.

*Resolved*, That Resolution "C," adopted at the Cleveland convention, be and the same is hereby repealed. We recommend that the requests of several manufacturers for the establishment of Class "D" to include those proprietors who manufacture pharmaceuticals, surgical supplies, and similar products, and who, acting in accordance with what they deem the highest interests of the trade, refuse their products to those whose names appear on the list issued by the manufacturers of proprietaries as price cutters of proprietary preparations, be referred to the executive committee with power to do whatever they deem practicable in the matter.



WILHELM BODEMANN, Chairman Resolutions Committee.

## JOHNSON &amp; JOHNSON.

*Resolved*, That we commend the decision of Johnson & Johnson to market certain of their products under a price protected plan, and recommend their action to the favorable attention of the retail drug trade.

## SLOT TELEPHONES.

*Whereas*, The indiscriminate and free use of telephones in the retail pharmacy is a source of great annoyance, and almost constant disturbance of order and interference with the decorum which should maintain in every prescription pharmacy; and

*Whereas*, A slot machine telephone would greatly mitigate the nuisance;

*Resolved*, That we recommend to the Association that steps be at once taken by local associations to install slot machine telephones in all retail pharmacies.

## PROPRIETORS COMMENDED.

*Resolved*, That we note with approval the announcement of the California Fig Syrup Co.; Dr. Kilmer & Co.; Paris Medicine Co.; Piso Co.; Dr. Shoop Family Medicine Co.; and World's Dispensary Medical Association; that they, individually, propose to adopt a limited form of direct-contract and serial-numbering plan intended to protect prices on their goods as far as the jobber;

*Resolved*, That we commend this disposition of these proprietors to improve trade conditions.

## OFFICERS FOR THE ENSUING YEAR.

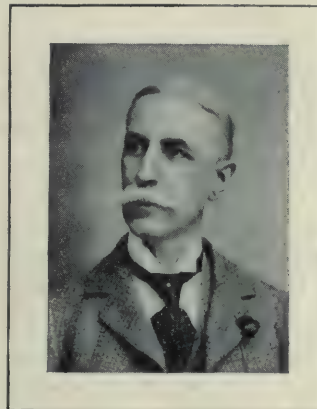
President: Thomas Voegeli, of Minnesota.

First Vice-President: Charles R. Judge, of St. Louis.

Second Vice-President: Otto C. Bastian, of Indiana.

Secretary: Thomas V. Wooten, of Illinois.

Treasurer: Charles F. Mann, of Michigan.



SIMON N. JONES, re-elected Chairman Executive Committee.

Members of the Executive Committee: Simon N. Jones, Chairman, Kentucky; Charles Reh fuss, Pennsylvania; M. T. Breslin, Louisiana; J. A. Lockie, New York; L. C. Hopp, Ohio; W. D. Wheeler, Massachusetts.

## ENTERTAINMENT.

The most generous provision was made for giving the visitors a good time, showing them the city and treating them to the diversions of the Exposition and the Pike. Mr. Charles W. J. H. Hahn, as Secretary of the Joint Committee, Mr. John Raboteau, as Chairman of the Entertainment Committee of the Cinchona Club, and Mr. Theodore F. Hagenow, as Chairman of the Committee of the St. Louis Retail Druggists' Association, did their possible to assure everybody of a good time. The programme consisted of a trolley ride about the residence and business streets of St. Louis, a visit to the mammoth plant of the Anheuser-Busch Brewing Co., a reception and welcome at the great establishment of the Meyer Bros. Drug Co., a special performance at the "Boer War," an enchanting ride in the evening on the lagoons of the Exposition grounds, and admission to several of the best shows on the Pike. It was through the effort of the local committees that the N. A. R. D. was given the privilege of holding its final meeting in the auditorium of the magnificent Missouri Building. There the delegates were welcomed in a speech, full of grace, by President David R. Francis. Mayor Rolla Wells did the honors for the city, and the venerable C. F. G. Meyer spoke for the National Wholesale Druggists' Association. It was at that very impressive session in the Missouri Building that Professor Beal delivered the thoughtful and fine address which we present verbatim on another page.



## AROUND THE CAMP-FIRE.

**The Amusing Error of a School Teacher Turned Druggist—Some Interesting Reminiscences—The Tragedy that Developed in a Prohibition Town—Two Mistakes that Ended Very Happily—  
A Laughable Hair Preparation Incident.**

### AN EMBARRASSING ERROR.

Chas. A. Weaver, of Smiths Falls, relates an incident which shows that experience in teaching a country school is not especially desirable as a preparation for pharmacy:

It is with regret that I learn from your note at the head of "Around the Camp-Fire" that the contributions to this interesting department are falling off. I would like to add a stick to keep the fire bright.

About a year ago I had under me an apprentice about 29 years of age. He was an example of what a man should be morally, but sadly lacked the tact and judgment that are necessary in a retail clerk. He had been teaching for 5 or 6 years in a country school previous to his decision to seek a more brilliant fortune in the fields of pharmacy. The incident about which I write happened when he had been with us about a week. I heard it from a friend who happened to be in the store at the time. I was busy with a prescription in the rear room.

A fashionably dressed young lady tripped in and inquired of Mr. — if he had any atomizers. This evidently was a poser. But he hummed and hawed, and finally brought forth a breast-pump, saying, "I think this is what you need, Miss. The price is 50c."

I remember now that, even though I was in the rear of the store, I heard the swish of skirts sounding as though someone was in a tremendous hurry, and my informant said he never saw a girl in such a rush before. I admit that it was a little previous for me to let Mr. — wait on customers, but I was busy and the "boss" was out. There is a moral here for the beginner. *Know* what your customer wants—don't guess. If in doubt, ask the "boss" or the head clerk; they will always help you out.

### SOME REMINISCENCES.

H. W. Dyer, of Charter Oak, Iowa, contributes two or three incidents to the camp-fire this month:

During my apprenticeship I had a severe headache one day and thought I would take some ammoniated tincture of valerian. Having none

made up, however, I prepared some extemporaneously. I poured into the graduate something over half a drachm each of tincture of valerian and water of ammonia, and swallowed the mixture without dilution! The lemons I sucked right afterwards, and the vinegar I drank, kept my temper sour for some time, while my diet was spoon food for several days. The fool things an apprentice will do passeth all comprehension!

Among the reminiscences of that apprenticeship period is one amusing little circumstance. I had on several occasions waited on a lady who always called for "picra root." Evidently she was an observing female, for she came in one day and with a very learned air called for "5 cents worth of 'hickory pickory.'"

In those days we kept a bottle of rose hair oil standing on the lard oil can. The contiguity may seem significant, but I cannot help it. My fellow clerk had finished coloring and perfuming the hair oil one day, but in corking the bottle it burst. An instant only of thought and then he seized a tin funnel, placed it over the broken bottle, and then looked to me for an approving smile at his rare presence of mind. This I gave with a roar, for he had neglected to place his finger over the bottom of the funnel and the oil of course ran out quite as fast as it ran in!

### A DIFFERENCE IN WINES.

A. R. H., of Erwin, South Dakota, tells a story illustrating the fact that wine of ipecac is a very poor substitute for port wine:

I happen to know of a mistake that was made by keeping the shelf bottles of "Vinum Ipecac" and "Vinum Portense" side by side. In a hurry one day the wrong wine was put up and taken home as a stimulant for a customer's wife. Almost immediately the druggist discovered the mistake and telephoned to the customer not to take the wine but to return it. The man immediately confessed that he had "just tasted a *little* of the wine and was *awful* sick!"

The druggist gave as an excuse that the bottle



had gotten confused with another bottle of medicine because the man had insisted that the wine should not be labeled. It was a laughable and yet a dangerous error—laughable because of the plight that the customer had found himself in from a surreptitious swig of the wine which he had purchased for his sick wife; and dangerous because the result would have been serious if the dose had been larger. The druggist, who was, by the way, a "Ph. G.," immediately took the "Vinum Portense" bottle and removed it from any familiarity with the "Vinum Ipecac" container, so that the same error would never be repeated. He also cultivated the habit after that of looking at the label when the bottle is put back on the shelf to see that the mind has played no trick.

Let me say in conclusion that I enjoy the Camp-fire immensely and that I hope it will not die out.

#### ALL'S WELL THAT ENDS WELL.

H. L. S., of Xenia, Ohio, tells what surprising results were produced by a dispensing error:

Several years ago I was employed in a store in a large city, and during the afternoons we were almost always very busy in filling prescriptions. One afternoon in particular I was quite pressed as the proprietor was busily engaged with a traveling salesman, and among the several prescriptions dispensed was one from an old doctor written in a very cramped and nervous hand calling for chloral, camphor water, sweet spirit of nitre, etc., making about  $2\frac{1}{2}$  ounces in all. I dispensed the prescription, and it was delivered to the patient who had brought it in—an old Irish woman.

I went on with my work, and, after the rush was over, took up the prescriptions, which I had put in a pile with a weight on them, and read them over one by one, sticking them on the wire file. In reading over the one before mentioned, I found that I had given drachms instead of ounces of one of the ingredients, and that the bulk of the finished product was therefore only about a third what it should have been. I at once looked up the dose that would be taken of chloral, which was the only active ingredient in the mixture, and found that it was well below the maximum for an adult. I did not know, however, whether the medicine was to be used for an adult or not.

I called the attention of the proprietor of the store to the error, and he thought I had better

go and see the doctor at once. This I did. The doctor said that the medicine was for an adult, and although he did not consider it a dangerous dose, he would rather not have the patient get so much chloral. He did not know the name of the patient, since she always paid cash and he had no record of the case, but he thought that her husband kept a saloon at the corner of B. and P. streets, or in that neighborhood. I thereupon searched the entire district, particularly going into every saloon in that section of the city, but was absolutely unable to locate the woman.

Several months passed, and we heard nothing further about the case. One day the doctor complained to the proprietor, however, that he had never seen the woman again, that she had been a good paying patient before, and that he feared we had driven her away. She had quite a bad case of chronic asthma, and he could see no reason why she should not continue coming to him otherwise. This was apparently the end of the incident.

But observe the development! One day the doctor came into the store and said he had just left a child on W. Street, and that while there the "woman with the chloral" had happened in, and, spying him, had said: "Doctor, that last bottle of medicine was the best I ever had. I only took two doses, and it cured my asthma, and I have never had any since!"

So the loss of the doctor's patient was explained at last! The doctor said he guessed he would write a paper on the case and read it before the Academy of Medicine, but he died shortly afterwards and did not do so.

#### A SIMILAR CASE.

The foregoing incident leads naturally to the following one, which relates similarly how an error produced happy results. If only all errors would! The present tale is contributed by "Pharmacist:"

The writer was for three years manager in a small lumber shipping port on the South Atlantic. The large vessels and steamers were loaded about eight miles down in the sound, or as it was called, in the "loading ground," the schooners coming up to the docks. One day the captain of a British steamer came in with a prescription for a general tonic. I prepared it, labeled it, and asked my assistant to wrap it up, as it was to be called for soon by the captain, and as I had several other prescriptions to fill. One of the latter was for a female



tonic. Soon the captain came in, and, without looking, I grabbed what I thought was the proper bottle and passed it over to him. About half an hour later the lady called for her bottle. Then I discovered that I had given the captain the female tonic! His launch had gone, and I could do nothing but await results. About eight days later

my captain showed up, and I expected to get "a blast," but he came in all smiles, and, handing me the empty bottle requested that I refill and give him another one like it, saying: "That was the best tonic I ever had!"

I had nothing to say, and gave him what he wanted instantler!

## HOLIDAY ADVERTISING METHODS.

**Plans which were Devised by Retailers Last Year and Applied with Success—Circulars, Postal Announcements, Display Advertisements, Drug-store Papers, Price Cards, etc., etc.—  
Now is the Time to Start the Ball Rolling.**

Last year a number of druggists, scattered throughout the country, sent the BULLETIN specimens of their holiday advertising; and we now propose to describe some of this material—material which has actually been worked up by dealers, and which does not represent the figment of some writer's fancy. Let us say at the outset that November is the month when druggists who do much holiday business need to get their plans under way. If you want business you must get in "on the ground floor." The other fellows will begin to hustle pretty soon now, and if you are not ready with your plans and ideas you will discover that the people have been educated to go elsewhere.

### AN EXCELLENT CIRCULAR.

Now of the advertising specimens that were sent us last year there was one which struck us as being by long odds the best of the lot. It came from L. J. Hunter & Co., of Tracy, Minnesota. It was a four-page circular, 8½ by 11 inches in size, and printed in black ink on a fair quality of 20-pound white folio stock. The feature of this circular which made it seem to us so excellent was the fact that useful suggestions were given to holiday purchasers. As everybody knows, the individual in search of a Christmas present is usually at sea to know what he wants. If you can help him decide you have already half sold the goods!

In this particular circular there were short articles describing what might be gotten for men, for boys, for women, and for girls. Then there were other short paragraphs, ranging from an inch to three or four inches in length, briefly telling what

there was respectively in stock in the way of books, Bibles, medallions, fountain pens, atomizers, photographic albums, traveling cases, art vases, combs, statuary, ebony goods, cigars, fancy goods, mirrors, perfumes, candlesticks, china, etc., etc. Each one of these paragraphs had its appropriate title over the top, and the prospective patron could quickly run over the page and find suggestions galore to assist him in making his holiday purchases—and not only suggestions as to what to

*Holiday  
Perfumes*

---

There is not a perfume want we cannot supply. Our stock, always ample, has been notably increased for the holiday trade. It contains practically everything in the line of perfumery, including gift packages of every size and character. Bulk perfumes of every kind. Almost everybody wants more or less perfume at holiday time; there will be satisfaction and saving in buying here.

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**Andrew R. Cunningham**  
264 Jos. Campau Ave.

A Holiday Adv. of Mr. Cunningham.

buy, but the suggestion as to *where* he could buy it. It should be said that these various suggestions were printed on the two inside pages of the circular: the front cover page was given up to a very



nice little talk entitled "Early Hints for Christmas," and speaking in general of what was dealt with more specifically inside. The rear cover page was devoted to a general talk on the drug store itself.

### For Mere Man.



It is idle to worry for a single minute as to what gift will be most suitable for a man. If the man is a smoker, no matter what else he may like, he is certain to like cigars and will get an abundance of satisfaction out of them. It is necessary, of course, that the cigars be of the right sort, and you cannot go amiss in this direction if you get them here. We guarantee that they will please.

Andrew R. Cunningham

264 Jos. Campau Ave.

Another one of Mr. Cunningham's Ads.

### SUGGESTIONS FOR PATRONS.

Now let us quote four paragraphs from Hunter & Co.'s circular which gave the suggestions as to what to buy for men, boys, women, and girls respectively:

#### FOR THE MEN FOLKS.

We have often been told by the ladies that "It is so hard to buy presents for men." We have demonstrated often that it is not hard at our store. Men like gifts combining usefulness with convenience. They want them to be good in quality. We have a large assortment of articles that will touch a man's heart. Among them are: Shaving sets, military brushes, traveling sets, hat brushes, collar boxes, cuff boxes, pocketbooks, fountain pens, a picture for the room, a shaving mirror, one of the late books, a year's subscription to some magazine, ink stands, clothes brushes, cigars if he smokes, a Bible if he will use it, Christmas cards, etc.

#### GIFTS FOR BOYS.

Something for a boy seems often to be a puzzling question. Don't puzzle any more. Come and see what we have. Here are a few items that will please boys: Books, the standard gift; game boards; games, all the new ones; brushes. He needs toilet articles of his own, and a medal-

lion for his room, or a musical instrument is perhaps just what he wants. A purse, a pocket-book, or a camera is something every boy likes.

#### GIFTS FOR WOMEN.

Those who are puzzled as to what to give a lady had better consult this list, make memoranda, and then come and see other things. We lack sufficient space to mention all the stock. Books, padded leather gift edition for instance; albums, all the latest designs; toilet cases—a superb gift; music rolls, often just the thing; manicure sets—every woman wants one; fancy candlesticks—have to have them nowadays; fine China, never any doubt about this; of vases we have some beauties; medallions—can't miss it on this item; mirrors in all styles, pocketbooks in all the new leathers, confectionery that is always acceptable, perfumes that are always suitable; jardinières for her fern.

#### FOR THE GIRLS.

There should be no trouble in the selection of gifts for this class, especially when you come to this store. Here are a few hints: Books—scores of them especially for girls; pocketbooks—plenty of these here; work boxes made solely for girls; fancy articles in celluloid, silver, etc.; musical instruments—guitars and others; pictures that are certain to please; toilet articles—all sorts; cameras—the gift that never misses the mark; games—many kinds at many prices; Bibles; perfumes—even very little girls like perfumes.

Such a circular as this of L. J. Hunter & Co.'s might well be gotten out by almost every druggist who deals in holiday supplies. The cost would not be great, and that the idea is a good one cannot be doubted.

#### DRUG-STORE PAPERS.

The Hunter circular reminds us also that a number of druggists who print little drug store papers use these sheets in November and December very largely to exploit their holiday goods. We have before us, for instance, the holiday numbers that were gotten out last year by George A. Bunting, of Baltimore; B. E. Pritchard, of McKeesport, Pa.; and Andrew R. Cunningham, of Detroit. Mr. Pritchard calls his paper "Pritchard's Pointers," and he had a considerable number of display announcements last December, together with some Christmas suggestions printed in the regular text. Furthermore, to give his paper some usefulness in itself, he printed seasonable recipes for Christmas turkey, mince meat, Christmas plum pudding, and the like. Mr. Cunningham's holiday



material in his "Bulletin" was largely limited to a number of excellent display advertisements. Some of these are reprinted herewith and will be found scattered through this article. In this connection also it should be stated that two advertisements are also reprinted which were suggested last year in the *Druggists Circular* by M. E. Gould.

The following paragraph Mr. Cunningham had set up, not as a display announcement, but as a part of the text proper:

#### A HELPFUL HINT.

Smokers appreciate no gift so well as cigars, provided the quality of the gift is all right. The way to insure this is to buy cigars where the smoker buys them himself, and if possible his favorite brand should be selected. We have a very nice line and would be pleased to help you select a suitable brand.

#### POSTAL-CARD ANNOUNCEMENTS.

A pretty good idea is to send out a postal-card announcement to a well selected list of mailing addresses. If you can afford it, it is wise to follow this up with one or two additional announcements of the same nature. You mustn't permit people to forget what you have told them before! Here is a postal card, for instance, that was printed last year by John Conrad & Co. of Chicago:

**Local Holiday Conveniences** We are Sub-Postal Station No. 83  
Issue Money

Orders: Register Letters, Sell Stamps, Forward Packages by American Express, etc.

We carry Hudnut's, Palmer's and Wright's Perfumes, Toilet Waters, Face and Talcum Powders, Sachets, Soaps and Toilet Requisites. Tooth, Nail, Hair, Bath and Clothes Brushes. Combs, Scissors, Pocket Knives, Chamols, Sponges, Pa-petries, Pound Paper, Tablets and Envelopes to match, Calling Cards, Playing Cards and a fine line of Cigars, Drugs and Candies, Etc., Etc.

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**Can We Interest You?** **John Conrad & Co.,**  
Kentwood Pharmacy

A Postal Card Announcement.

#### WINDOW DISPLAYS.

The aggressive, hustling druggist in search of holiday trade should not forget what a superlative advertising medium he has in his window. In no way can people be appealed to more convincingly and satisfactorily than by means of attractive and forcible window displays. These should be changed at least every week. If readers of the BULLETIN will consult the November and December issues for the last two or three years they will

find a number of excellent trims ready to hand. Furthermore, we have a couple of good ones which we shall print next month in the BULLETIN. Watch for them!

#### WINDOW AND STORE SIGNS

have great advertising possibilities. You can keep the front of your store looking bright and new all the time if in connection with your window signs you will either print yourself, or have somebody else print for you, long striking strips as well as small cards and short strips in various colored inks. These strips and cards should be used in connection with the goods which are displayed in your windows.



#### Xmas Candies

We carry a good line of candies at all times and have won an enviable trade by supplying pure, fresh goods at the lowest prices. For the holiday season we have increased our line largely and assure you that we can meet every requirement.

You can't duplicate our 25 cent (pound) box anywhere else for less than 30 or 35 cents.

One of Mr. Cunningham's Ads.

#### THE IMPORTANCE OF PRICE TICKETS.

Another thing that should never be forgotten is that all goods should bear price tickets, whether in the window, on the counter, or in the show case. People are in a hurry during the holiday season. They have lots of shopping to do. They wander from store to store looking—always looking. Therefore, it is very important that you make up a lot of pretty price tickets, each one bearing some reference to Christmas. These should be put all around over your different goods. No matter what you are displaying, put some kind of a little ticket on it. This applies to goods in the cases as well as those on top of the counters. It also applies to the goods in the windows. If each one of your little tickets has a wreath on it, the combined effect will do much toward making the store look as if it were in real holiday attire.



CO-OPERATION ADVERTISING.

Some druggists complain because their newspaper advertising does not bring returns. Other druggists find fault because their circular advertising does not bring returns. Still others wonder why their window displays do not seem to "catch on." Remember that if you will make your news-

## MAKE CHRISTMAS BUYING A PLEASURE

Don't make Christmas shopping the hardest kind of work.

Don't get all fagged out for Christmas day.

Try this store as a shopping place.

We have a line of holiday goods that cannot fail to interest you.

We assure you of courteous treatment.

We invite you to call on us.

We promise that such a visit will be a pleasure.

A Display Adv. by Mr. Gould.

paper advertising, window display advertising and circular advertising all coöperative—keep them all going at once—the effect will be far better than if you were doing these three different lines of advertising each irrespective of the other.

Another thing: Remember that

### IT PAYS TO BE OBLIGING

to people during the holiday season. A druggist last year told how he had made quite a hit by supplying patrons with boxes which they wanted for sending presents by mail and express. For several months he accumulated these, put them away in a corner of the basement or back room, and had enough to give all who asked for them. Of course

he was a little "foxy" and did not neglect to drop in each box a holiday circular or folder calling attention to his own line of goods!

### MANY THINGS SHOULD BE PUSHED.

When the season rolls around for starting the campaign go over your stock and bring out everything that might make a useful or appropriate gift, and begin exhibiting the goods in the show cases and windows. Perfumes are of course the first thing that the druggist thinks about; but there are a lot of other articles that are not usually deemed suitable as Christmas gifts. Hot water

## Christmas Shopping

*is a delight at this store.*

*We are showing on every side a great variety of useful and ornamental articles.*

*Gifts suitable for every one.*

*A visit cannot fail to offer many suggestions of value.*

*It is the early shopper who gets the pick.*

A Display Adv. by Mr. Gould.

bags, for instance, would at first blush be considered quite unsuitable, and yet lots of them are given for Christmas presents. Get out the best of your stock of hair brushes, combs, cloth brushes, puff boxes, puffs, infants' combs and brushes, nail files and other manicure implements, all sorts of toilet articles, chest protectors, chamois jackets, and whatever other suitable items you may find in going over the stock thoroughly.



## AN ELABORATE FLORIDA PHARMACY.

The pharmacy shown in the accompanying illustration is the largest and handsomest in Jacksonville, Florida, and one of the most noted and successful in the entire South. It is located at 53-55 West Bay Street, and C. C. Bettes is the owner. Jacksonville is a town of about 40,000 inhabitants, and there are twenty drug stores in all. The Bettes Pharmacy, unlike most of our northern stores, is strictly devoted to the drug business with the classic exceptions that soda, cigars and confectionery are handled. The soda water trade, indeed,

of its legitimate pharmaceutical business. The prescription department is located in the balcony seen in the engraving, and is equipped with every convenience and appurtenance. Something over 100 prescriptions are dispensed daily, and the services of three or four prescription clerks are required to transact this and other similar work. Furthermore, Mr. Bettes is now spending about \$2000 in enlarging and improving his prescription department. In Florida, gratifyingly enough, the physicians do not dispense much except in the small



is enormous, as many as 1500 to 2000 drinks being sold daily during the summer months. The soda fountain is a handsome one, 24 feet in length, but is unfortunately not shown in the engraving.

Mr. Bettes also enjoys a very large confectionery trade, and one of the unique customs of his store is that his supply of candy is kept in a refrigerator the year around. The consequence is that the confectionery purchased at the Bettes Pharmacy is always in a delicious condition. Mr. Bettes is agent for the Huyler goods and other prominent brands.

But after all the chief claim for fame set forth by the Bettes Pharmacy is the variety and extent

of its legitimate pharmaceutical business. The prescription department is located in the balcony seen in the engraving, and is equipped with every convenience and appurtenance. Something over 100 prescriptions are dispensed daily, and the services of three or four prescription clerks are required to transact this and other similar work. Furthermore, Mr. Bettes is now spending about \$2000 in enlarging and improving his prescription department. In Florida, gratifyingly enough, the physicians do not dispense much except in the small

towns where no drug stores are located; and the pharmacists consequently get their due and proper share of prescription work. The Bettes Pharmacy is open all night long, and a considerable prescription business is done during the late hours. One advantage enjoyed by a pharmacy in Jacksonville is of course the fact that it is situated in a town through which thousands of tourists pass during the winter months in going to some of the Florida resorts. These transients very often stop over a day or two in going and coming, and this naturally means an increased trade for retailers in all branches. Many of the winter visitors are invalids; and the Bettes Pharmacy gets a great deal of



business from this source. It is enough to say, regarding the size of the business, that twenty people are employed in the establishment, and that seven boys with bicycles are kept busy delivering goods.

Looking now at the engraving, it will be interesting to point out that the tables in the center of the store are used for displaying confectionery; on the right a corner of the soda counter indicates the

location of the fountain; the shelf cases beyond are devoted to proprietary articles; surgical goods are displayed in the cases at the end of the room; at the left side are perfumes, toilet articles, etc., and farther front at the left are drugs and tinctures. In conclusion it is proper to state that the beauty of the fixtures is not adequately pictured in the engraving. As a matter of fact, this is one of the most handsome pharmacies in the country.

## A NOVEL TOOTH=PASTE WINDOW.

By G. VICTOR WRIGHT, EDINBURGH, SCOTLAND.

The photograph shows a tooth-brush, paste, and powder display. The principal attraction is the skull of a full-grown hippopotamus. The tusks and large teeth are exhibited to advantage and bear a ticket reading "*Strong Teeth.*" A smaller skull of a lion with beautifully white teeth bears the legend "*Clean Teeth.*" A card below advises the people to "*Brush the Teeth and Keep Them Clean and Strong.*"

When lighted these throw a powerful ruby glow into the jaws; and the effect is so marvelous that it brings the pedestrian to a full stop every time. The photograph unfortunately does not do justice to the display.

I have received so many valuable hints on window dressing from the pages of the BULLETIN that I thought my idea might be of use to my brethren in America and in other lands where your excellent



The brushes, pastes and powders are laid out in an attractive manner, and at the back of the exhibit I have a genuine Zulu shield, not clearly indicated in the photograph. The large skull is resting on a box covered with blue paper, and pending from the two teeth is a placard telling what the skull is. A hole six inches square is cut out of the box and a ruby glass inserted. Inside I have two 16-candle-power incandescent lamps lying on a mirror.

paper is read. Every one certainly has not curios of this description to make a show with, but the display may nevertheless do for some of my brother pharmacists what other articles in the BULLETIN have done for me—that is, start a train of thought which will lead ultimately to a money-bringing display. This show of mine has been one of the best I ever made, both as an attraction and as an advertisement in selling goods.



## A GOOD BOOKLET.

Andrew R. Cunningham, the Detroit druggist, recently fitted up a very nice prescription room in the rear of his pharmacy, and incidentally got out a little booklet in honor of the occasion. Mr. Cunningham was shrewd enough to realize that the opportunity was presented to him of giving his patrons a talk on the professional and scientific side of his business. Too much emphasis is often laid in advertising upon the commercial side of pharmacy. At times it is necessary to educate people up to a realization of the professional importance of the pharmacist's occupation.

But to return to Mr. Cunningham's booklet. It was a neat little thing. The size was  $2\frac{1}{4}$  by  $3\frac{1}{8}$  inches. There were twelve inside pages. The paper was a light yellow; the ink was black. The type was a plain but neat 8 point. It was just such a little booklet as a man would stick in his pocket and read some time when the occasion presented itself.

Here is the text of Mr. Cunningham's little book in toto:

In many drug stores the prescription department is a bit of a hole hidden away somewhere at the back of the store, lacking the right equipment for prescription-filling.

Good service can't be got that way.

We don't know of another store where more pains and time are put into prescription work than is the case here.

When you consider how much depends on the right filling of a prescription, how the neglect of one little detail may endanger the result, you will understand why, instead of being content to let well enough alone, we have abandoned what has always been considered a good prescription room, and have fitted up what was formerly our stock room into an ideal Prescription Department.

This new prescription room is ten by eighteen feet, fitted up in that quaintly beautiful weathered oak and polished plate glass. Plenty of fresh air and daylight have been provided for.

On one eighteen-foot side and ten-foot end are shelves for holding fluid extracts, tinctures, proprietary articles and so on. The oils are in a specially constructed closet, away from light and heat.

Drugs are arranged so they can be instantly got at; pills and tablets, for instance, are classified alphabetically and put in shallow partitioned drawers. There is no mix-up or disorder anywhere.

This department is a complete drug store in itself. Every kind of drug for filling every kind of prescription is in this room—no necessity for leaving it while the work on a prescription is in progress. We carry here scores of drugs not found in the average drug store. It is because physicians

know this that they like to have us fill their prescriptions. Another reason is: we use only the very finest drugs and chemicals made.

The prescription case, two feet wide, runs the entire length of the south eighteen-foot side of the room. A desk in the center divides it into two parts, one for fluids, the other for solids, so one dispenser will not interfere with another.

Over the desk is a chemical case and pigeon holes for prescription labels, blanks, etc.

The prescription case is equipped with two fine torsion balance scales, one at each end. It takes 7,000 grains to make one pound, and yet these scales are sensitive to 1-64th part of a grain or the  $\frac{1}{4,096,000}$ th part of a pound. We go this far to secure absolute accuracy!

Powders are not weighed directly on the scale pans, but on powder papers, and fresh papers are taken for each prescription. This is just one of the little details of cleanliness sometimes neglected.

Back of the scales are two glass shelves to hold mortars and graduates for measuring and mixing drugs and chemicals. A plentiful supply of these—many stores have a scanty outfit of utensils. The graduates are not the ordinary sort. Every one has been tested for accuracy.

After being used every mortar and graduate is washed with soap and water, wiped and polished before it is put back on its cleanly glass shelf.

No water in this prescription room—no slopping and muss.

The whole working top of the prescription case is covered with polished plate glass—insures absolute cleanliness.

Four people can work at this case comfortably.

We never use second-hand bottles. Doesn't pay to take risks. It costs us more money to use new bottles, but it's worth while.

Supposing you brought in a prescription to be filled. This is how we would go about it:

1. The first thing required of the dispenser is that he carefully read and thoroughly understand the prescription.

2. He next gets down all the bottles containing the several ingredients and places them in a row.

3. He then weighs and measures off what he needs, placing each bottle in another row when he is through with it; thus when a prescription is filled, the shelf bottles containing the ingredients which enter into it have been transferred from the front to the back row.

4. Now the "checker" (another clerk) takes the prescription and while the dispenser calls off the ingredients and amounts used, he checks them off on the prescription, looks at the bottles from which the drugs have been taken and puts them back on the shelf where they belong. This last operation would positively check any mistake that might have slipped through. By such careful methods do we insure accuracy in prescription-filling.

After the prescription is filled it is pasted on a filing card, on which is written the customer's name and address, the number of the prescription, date, price, and his own name. The "checker" also signs his name.



When a prescription is refilled, the date, dispenser's name and "checker's" name are put on the card. So we always have a complete history of each prescription, which prevents one person from getting another's medicine.

We also keep a daily record of prescriptions filled which contains the number, name of doctor, kind of prescription, dispenser's name, price, and name and address of customer. We can tell in a moment if you had a prescription filled on a certain day.

Don't imagine for an instant that the excellent prescription

service outlined in this booklet is used as an excuse to pile on profits. Our prices are very fair indeed. The unusually large business we do serves to make us content with a small profit on each prescription.

Ask your physician whether he doesn't like to have his prescriptions filled at Cunningham's!

ANDREW R. CUNNINGHAM,

Prescription Druggist,

264 Jos. Campau Ave., Detroit, Mich.

## PRACTICAL COLORING AGENTS.

**Formulas Which Have Worked Out Successfully—A Good Green Tint for Ammonia Solutions—Red, Yellow, Purple and Other Colors for Different Purposes.**

By H. C. BRADFORD.

To appeal to the eye, as well as to the nose and palate, by the make-up of a pharmaceutical preparation, is an equal benefit to the physician, the pharmacist, and the patient. A nicely-colored preparation is much more attractive than a water-like solution, will be taken more readily by the patient, and is a safeguard against the assumption on the part of ignorant persons that, because it is as clear as water, it is equally harmless—a conclusion which has more than once resulted disastrously.

To the end that good and reliable colors may be more generally known and used, I give the following formulas. While some of these are not new, I have put them in to make the list approximately complete. I shall give also some colors suitable for use in making perfumery and toilet articles, and also with beverages, as well as those more truly pharmaceutical in their nature.

### RED COLOR FOR ACID MEDIA.

Red is the color mostly in demand; but it is not easy to get a color that will serve every time we happen to want red. To do this requires two totally different agents—one for acid media, the other for alkaline products. To make the acid color proceed as follows:

℞ Powdered cudbear .....100 Gm.  
Pine sawdust ..... 50 Gm.  
Alcohol,  
Water, of each, enough to make...1000 Cc.

Mix the cudbear thoroughly with the sawdust, moisten with a sufficient quantity of menstruum, and *pour* loosely in a percolator. Do not *pack* the magma. Percolate to obtain

1000 Cc. As cudbear is very hard to exhaust of color, it is a good plan to continue percolation to or near the exhaustion point, and preserve the weak percolate at the last as menstruum for the next lot.

This tincture of cudbear is suitable to use in all *acid* media, but is no good for alkalis. It is the most useful color we have, is cheap and perfectly harmless.

### RED AGENT FOR ALKALINE PRODUCTS.

For a red to be used in alkaline media, nothing is perhaps equal to carmine, made as follows:

℞ Carmine, No. 40.....30 Gms.  
Glycerin .....250 Cc.  
Ammonia water .....250 Cc.  
Distilled water, enough to make....1000 Cc.

Mix the water and ammonia water, and in it dissolve the carmine. Heat on a water bath until the odor of ammonia is almost dissipated. Cool, filter, add the glycerin, and finally enough water to make 1000 centimeters.

This color is suitable for all alkaline media, and is the thing to dispense when a color for culinary purposes is wanted. It will stand fairly well in a strictly neutral medium, but a trace of acid ruins it.

### CARAMEL.

Another color very widely employed and very useful is caramel. It makes a beautiful brown-red tint and can be modified by admixture with tincture of cudbear to produce many shades between these two. It is indifferent to the medium in which it is used. Prepare as follows:

Place four pounds of sugar in a deep, clean, iron kettle



and apply the naked flame of a good gas stove. Continue heat until no more vapor rises and a *black*, viscid mass is left. Care must be exercised that the sugar does not burn. Allow to cool somewhat and add 4 pints of boiling water. Heat until all lumps are dissolved and a perfectly smooth, syrupy liquid is left and then strain through muslin.

This makes an article that can be poured readily and is much more convenient than a solid one. It is the best color for Godfrey's cordial, extract of vanilla, sarsaparilla, and root beer.

#### A YELLOW COLOR

is sometimes desired for extracts of lemon and orange, and for other uses. When nearly full strength alcohol is used as the menstruum, nothing is better than 30 grains of turmeric to the pint, with 4 or 5 days of maceration. If soluble oils are used and made into extracts with weak alcohol, the turmeric must first be made into a tincture and used that way. Two ounces of good turmeric macerated for a week in a pint of alcohol, and then percolated to a pint, will furnish a satisfactory article.

#### ANILINE COLORS.

These about exhaust the list of good colors, except the anilines. Fustic, saffron and red saunders I do not consider reliable, especially red saunders. This goes into the compound tincture of lavender, but can be wholly precipitated, leaving the tincture perfectly clear. This brings us down to the anilines, and while I do not advocate the use of these, we still have demands for colors that can only be filled by using them. Especially is this true of the bottlers. They want a color, cheap in price and at the same time concentrated in strength, and such a combination can only be had by using anilines. I shall give here only a few formulas for this class of colors, but enough to cover practically all the wants of the bottlers, who will be their chief if not sole users.

Anilines even of the same name vary in quality when purchased of different makers. In buying, state your wants exactly and require the house to furnish dyes that are harmless. Those used in the following formulas were purchased from the Hetler & Merz Co., New York City, and the names and titles here given are exactly as they appear upon the labels of this house. The formulas comprise lemon yellow, orange yellow, strawberry red, and purple. Many other colors can be made by a judicious combination of two or more of these. Thus

three parts purple and one part red will make a heliotrope.

#### STRAWBERRY RED.

℞ "Azo rubine".....1 ounce.  
Solution of citric acid, 50 per cent.1 ounce.  
Boiling water, enough to make...16 ounces.

Rub the dye to a fine smooth paste with the acid and then add the boiling water. Stir until dissolved, and strain.

#### LEMON YELLOW.

℞ "Egg yellow D".....1 ounce.  
Glycerin .....1 ounce.  
Boiling water, enough to make...16 ounces.

Manipulate as for strawberry red.

#### ORANGE YELLOW.

℞ "Egg yellow D".....1 ounce.  
Glycerin .....1 ounce.  
Strawberry red color.....1 ounce.  
Boiling water, enough to make...16 ounces.

Manipulate as above.

#### PURPLE.

℞ "Purple aniline, 3 B. P.".....1 drachm.  
Solution of citric acid, 50 per cent...1 ounce.

Manipulate as above.

Purple is a very powerful color and but little of it is required.

#### GREEN COLOR FOR AMMONIA.

This covers about everything needed in the way of colors except green. For all ordinary purposes when green is desired, nothing is better than tincture of grass, made as directed in my article on hair tonics, contributed to page 277 of the July BULLETIN. It will serve for everything except ammonia. For this most refractory substance, make up two solutions as follows:

#### "A"

Copper sulphate .....4 ounces.  
Boiling water, enough to make...16 ounces.

Dissolve, cool, and filter.

#### "B"

Potassium bichromate .....2 ounces.  
Boiling water, enough to make...16 ounces.

Dissolve, cool, and filter.

Add solution "A" to the ammonia until it has acquired about the same shade as the solution; then add "B" very cautiously until the right shade is produced. A few trials with a measured quantity of ammonia, adding the solutions from pipettes or burettes, will determine the exact amount of each solution necessary to produce the desired color.

I know of no color that will stand in ammonia so well as this.



## SOME DISPENSING NOTES.\*

By E. A. RUDDIMAN.

(Continued from page 428 of the October BULLETIN.)

### OIL OF THEOBROMA WITH CERTAIN COMPOUNDS.

Other compounds besides chloral hydrate when rubbed with oil of theobroma soften it. Rubbing oil of theobroma with one-half its weight of camphor, euphorin, menthol, naphthalin, thymol, or salol gives a soft mass or liquid. Spermaceti or wax are recommended as hardening agents, but in themselves are not sufficient, as is illustrated by the following example: Three parts of oil of theobroma with one part of white bees-wax were melted together, allowed to cool and stand until the next day. The melting-point of this mixture was 122° F. Ten grains of this mixture were rubbed with five grains of chloral hydrate, and a mass too soft for suppositories resulted. The melting-point of this mixture was 110° F., about eleven degrees above the temperature of the body, and yet we are cautioned not to get the melting-point of a suppository mass above the temperature of the body. Probably the best solution of the problem is to use a little hardening agent with some drying powder, increasing the proportion of base to the chloral used as much as possible.

### PROTARGOL.

Protargol is a little alkaline to litmus, and when mixed with aqueous solutions of some alkaloids causes precipitation. In prescribing it with cocaine hydrochloride it has been suggested to use one and a half per cent boric acid solution instead of water. It may be that this strength acid solution will prevent precipitation in some cases, but not in all. For instance, eight grains of protargol, four grains of cocaine hydrochloride, sixteen grains of boric acid and one ounce of water give a clear solution at first, but in a few minutes a whitish precipitate begins to form and slowly increases. The mixture was markedly acid to litmus. The next morning the mixture was of a dark blue-gray color, probably due to the reduction of the silver. The prescription was filled by using a saturated solution of boric acid,

getting a clear solution. The next morning there was a slight turbidity, which increased only slightly on standing several days, although the mixture darkened in color.

### PHOSPHORIC ACID WITH ELIXIR OF IRON PHOSPHATE.

Phosphoric acid is not so liable to cause precipitation when the soluble phosphate of iron is dissolved in water as when it is dissolved in elixir. The soluble pyrophosphate of iron is more readily precipitated than the soluble phosphate from either water or elixir solution.

### CARBOLIC ACID.

In order to cover up the odor of carbolic acid as used in antiseptic solutions various aromatics were tried. Water saturated with the aromatic, alone or diluted with distilled water, was used for dissolving the acid. The strength of the finished acid solution was 1 to 40, unless otherwise stated.

Eucalyptol water covers up the odor well, but it gives a turbidity even when diluted with three times its volume of water. If the eucalyptol water is first exposed to the air in an open vessel for fifteen or twenty hours it does not give a turbidity even when it is not diluted. Oil of eucalyptus water diluted with three volumes of water covers up the odor well and does not give a turbidity with the acid.

Thymol water disguises the odor, but gives a turbidity. When diluted with an equal volume of water no turbidity is produced, but at first the odor of the acid is perceptible, though not after standing a day or two. Menthol water gives practically the same results as thymol water.

Lavender water, with an equal volume of water, gives a clear solution, and the odor of the acid may be noticed at first, but not after standing a time. Other aromatics, such as cumarin, camphor, terpinol and oil of peppermint, were used, but the results were not as satisfactory as those enumerated.

Oil of eucalyptus water when diluted with three volumes of water will disguise the odor of carbolic acid when it is present in the proportion of 1 to 30.

\*Read before the Section on Practical Pharmacy and Dispensing of the American Pharmaceutical Association at the meeting held in Kansas City during September.



## THE A. PH. A. AND THE N. A. R. D.

A Fine Address Delivered by the President of the American Pharmaceutical Association at the St. Louis Meeting of the National Association of Retail Druggists.

By JAMES H. BEAL.

It is with especial pleasure that I bear to you the greetings and good wishes of the American Pharmaceutical Association. For many years before your delegates met in council to form this organization the American Pharmaceutical Association had urged such a step. That Association believed that the nature of its organization, the diverse elements of which it was composed, and the peculiar nature of the work which it was formed to do, were such that it could not hope to deal with purely trade problems with such directness as the nature of the case demanded, nor with such efficiency as an association formed specifically for that work. The excellent results which you have accomplished have more than justified the wisdom of that decision, and each year as the delegates from your body report the progress which you have made, our association takes fresh pride in remembering the part which it had in the formation of your organization, and in realizing that so many of our most valuable members are also enthusiastic workers in your ranks.

We shall not lightly forego our parental claims; and I assure you, gentlemen, that you will do the American Pharmaceutical Association far less than justice if you do not credit it with having as hearty and lively an interest in the success of your efforts as you have yourselves.

Another reason why it is a pleasure to me to be present and to extend these congratulations is that as president of the State Pharmaceutical Association of Ohio I had the honor to appoint the delegates from that State who took part in your initial meeting in this city six years ago, and was privileged to be present in person and to share to some extent in your deliberations on that occasion.

### THE WORK ALREADY DONE BY THE N. A. R. D.

The improvement in trade conditions which you have been able to effect, notwithstanding your limited membership and the inadequate financial resources at your command, has been equal to if not greater than the accomplishment of any other

similar organization within an equal space of time. Doubtless you have failed in some things; it would be a cause of wonder if you had succeeded in all. Perhaps you have been mistaken in some of your policies; it would be marvelous if you had not. You have had to attack new problems, and to discover for yourselves the means of their solution, to sail uncharted seas, and the man who, without being a member and ardent supporter of your organization, yet presumes to criticize you for what you have done or omitted, only publishes abroad his own dereliction from duty.

In view of the obstacles which you have had to overcome, the wonder is not that you have not been able to accomplish more, but rather that you have been able to accomplish so much.

### THE INDIFFERENCE OF THE RETAILER TO THE POWER OF ORGANIZATION.

An old philosopher has told us that the gods help those who help themselves, and just as certainly is it true that the powers of destruction have marked for their own those who remain supinely still while their trade is juggled away from them and their profits are reduced to the vanishing point.

I do not believe there is another class of men upon the whole wide surface of this oblate spheroid who have been so neglectful of their own interests or so slow to avail themselves of the power which comes from organization as the retail druggists.

One can understand why the enemies of the retailer might decry the efforts of the N. A. R. D., and prefer its failure to its success, but that the retailer himself should withhold his approval and hearty coöperation surpasseth human understanding. One who should inform the manufacturers, the wholesalers, or any other branch of the pharmaceutical body politic, that they did not need a strong and active trade organization to safeguard their interests would be met with a smile of derision. From their larger view of the field of trade, and their greater experience with the necessities of modern commercial competition, they have



learned that combination and coöperation are essential to business prosperity. If these strongly entrenched interests need the championship of closely knit trade organizations, how much more does the retail branch, which is so much more open to attack, and so much less able to withstand assault, need the activities of such a body as yours!

But some poor despairing soul replies, "What's the use. We are weak and poor, and our adversaries are rich and strong. We can't do anything!" But this is only one step from the philosophy of fatalism which asks "What's the use of anything?"

On our own part we might ask, what is the use of the pessimist? and the answer would be that he has no use except to breed other sorrowful souls like himself.

#### THE STERILITY OF THE PESSIMIST.

The pessimist has never accomplished anything worth doing, and never will. We might search the whole wide surface of the earth for a monument to pessimism and find it not. Pessimism has not created a church nor built a college, nor founded a state, nor established a business, nor accumulated a fortune, nor done anything but feed upon itself, extracting bitterness from the good things of earth, and finding flaws in the works of other men. In all the world's history not one solid achievement can be placed to the credit of the man without a hope. Ever since early man hunted along the retreating ice front of the glacial period, it has been the optimist who has done the things worth while. All the triumphs of civilization are his, and though the optimist may sometimes reach the foot of the rainbow without finding a crock of gold, his search has taken him over the mountains and across the valleys where other treasures are hidden.

The druggists' pessimism is bred by the mustiness of his shop. The great problem before us is to crack the shell of sullen apathy in which he is enclosed, and drag him from his cell of seclusion into the life and activity of the associations, local and national. Only by so doing can we hope to create that solidarity and sense of common interest that will weld the scattered units of pharmacy into an effective force that will be somewhere nearly equal to the power which they unconsciously possess but which is useless because unorganized.

Acting collectively, the power which the retail-

ers could exert would be irresistible: acting separately, their efforts would be as ineffectual for the betterment of trade conditions as the bombardment of a battleship with apple dumplings.

There is not a retail druggist within the limits of the United States who will not reap substantial benefits from the success and prosperity of your association, nor one who will not suffer real and material loss should you fail through lack of support.

That the mass of retail druggists should persistently withhold their support from the American Pharmaceutical Association and the N. A. R. D., the two great champions which have done and are still doing so great a work for their professional and commercial advancement, can be explained only upon the hypothesis that they are possessed of that madness with which the gods are said to afflict those whom they have marked for destruction.

#### DIFFERENCE BETWEEN FUNCTIONS OF N. A. R. D. AND A. PH. A.

The difference between the National Retail Druggists' Association and the American Pharmaceutical Association is the difference between the particular and the general. You are specialists, dealing with certain economic and trade problems, and endeavoring to bring about more favorable conditions through such changes in trade customs as may be accomplished by mutual coöperation, by the clearing away of misunderstandings between different branches of the trade, and by acting in unity; we are general practitioners, addressing ourselves to the consideration of problems presented by any and all branches of the pharmaceutical community. As I have said on several previous occasions, the American Pharmaceutical Association is the great clearing house of Pharmacy. It admits to its floor upon equal footing the representatives of every branch of the pharmaceutical art, the manufacturer, the jobber, the proprietor, the board of pharmacy member, the editor, even unto the most insignificant unit of pharmaceutical activity. There is none so humble in the household of faith but that our great association will afford him a platform and an impartial audience. Even that poor relation, the much contemned college professor, who is supposed to habitually dwell in the clouds far above the solid ground of common sense, is there permitted to make his plea and is heard with charity and kindness, if not with conviction.



Speaking frankly, I believe that the impractical and visionary professor of pharmacy we hear so much about is largely or altogether a myth. As Betsy Prig said in her celebrated controversy with Sairey Gamp, "I don't believe there ain't no sich a person."

Professors of pharmacy have their own problems to solve, and solve them in quite as practical and successful a manner as other people. If the professor gazes at the heavens occasionally, it is only in search of some fixed star that may enable us to lay a more certain course across an otherwise trackless ocean.

BOTH ASSOCIATIONS HAVE THE SAME OBJECTIVE POINT.

But while your association and the one I have the honor to represent may be working on different lines, their paths converge to the same great objective point—the betterment of the commercial and professional status of the pharmacist. The commercial success and professional progress of the retail pharmacist are very closely connected. Without business prosperity he lacks the incentive to increase his professional acquirements; and without professional advancement he loses his claim for the remuneration which by common consent is allowed for professional services. The two associations are the necessary complements of each other, and either one would be deprived of half its possibilities for good did the other not exist or were it antagonistic in action or purpose. That they should divide the cultivation of the field between them accords with both the eternal and the temporal fitness of things. The work that you have been formed to do requires action, the employment of paid agents, the defending and prosecution of suits at law, the creation and enforcement of formal agreements with individuals and with other associations. The American Pharmaceutical Association could undertake such functions as these only by the abandonment of its own no less important and necessary work, the performance of which no other body stands ready to assume.

THE IMPORTANCE OF SCIENTIFIC PHARMACY.

Let me, in closing, utter a word of serious warning to those who are accustomed to speak lightly of the scientific portion of the pharmacist's work. Surely those who do so have not fully considered the ground upon which they stand. Small as this portion of our daily trade has become, what remains should be cherished with keenest jealousy, for it is to-day the sole foundation for the legal restriction of the practice of pharmacy to a class of specially qualified men. Remove the necessity for the technical education of the pharmacist, and you break down the last barrier to complete demoralization. What we have remaining of our ancient practice of compounding is the saving grace of present-day pharmacy, and the sole foundation upon which we can hope to build future improvement. That this remnant does not constitute a larger proportion of our daily business is I believe due to the fact that our predecessors in the ranks did not fifty years ago realize the necessity of an organization such as yours, through whose activities they might have protected themselves against the unjust aggressions and impositions which we are now struggling to remove.

In concluding, let me urge upon you the importance of recognizing the vital connection in purpose of your organization and the American Pharmaceutical Association.

That association sends you not merely empty compliments and vague expressions of good-will, but the assurance of its hearty moral and material support in the struggle to secure for the working pharmacist a just reward for his services. Whenever and wherever the voice or vote or formal action of that association can contribute to the attainment of this end, count that service at your command.

Lastly, on behalf of the American Pharmaceutical Association I thank you for the good-will implied by your invitation to me as its president to address you on this occasion, and in my own behalf I thank you for the patience with which you have heard me.



## SELECTIONS.

### THE PHARMACIST'S GREATEST RESPONSIBILITY.

Of all the responsibilities with which a pharmacist is burdened, and they are many, there is none so great as the training of an apprentice; and I regret to state that this most important charge is in the majority of cases sadly neglected.

Too many apprentices begin their career by accident; that is to say, many of them are merely looking for work of some kind, and a position in a drug store being the first one offered, they accept it without giving a thought as to whether they are adapted to the business or whether they would care to take it up as a life work. Or perhaps they are attracted by the glitter of the store or the fizzing of the soda fountain, and, thinking it all pleasant, easy work, will look for a position without any idea of what is behind the scenes.

The pharmacist is wholly to blame for the existence of this class of apprentices, which, I am sorry to say, is very large.

How often we find cases where the pharmaceutical knowledge of an apprentice is so limited that he will dilute a fluid extract and call it a tincture, although he may have gone so far as to become a registered assistant!

How many pharmacists are there who take the trouble to teach their apprentices the difference between apothecaries' and avoirdupois weights?

And this you will find is one of the weak points with a large number of drug clerks.

If you hand them a prescription which contains, say, two drachms of zinc oxide and one ounce of petrolatum, and watch them closely, you will find that they will use apothecaries' weight for the zinc oxide, and an ounce avoirdupois weight for the petrolatum, and will then open their eyes in wonder because you see fit to correct them.

The clerk is often not to blame for these or similar errors, for he may have seen his instructor do the same thing, or he may have done it time and time again under his instructor's eyes without being corrected.

If you have a son whom you wish to educate, you will look carefully over the field before placing him in a school, for you want him to be under masters who will take an interest in him and instruct him thoroughly in all the details of the course which he is about to pursue. It is your duty to do this, for you are responsible for his future and he looks to you to direct him aright.

So it is with your apprentice—he comes to you to learn a business which he hopes to follow successfully through life, and it is your duty to give him a proper foundation so that he may benefit by the experience he gains every day, and it is his right to demand that you teach him all you can.

Teach your apprentices to be neat, accurate, attentive, and studious. Explain carefully all the details of each day's work, and do not lose your patience with them because you may have to explain the



THE MISSOURI BUILDING AT THE ST. LOUIS EXPOSITION.—This building is the most pretentious in the entire group of State structures, and very properly so, since Missouri is the home of the Exposition. It occupies a favored location opposite the Government Building, and is on an elevation from which an admirable view of the Exposition spectacle is to be had.



same thing two or three times. They cannot learn it all in one day, and, as everything is new and strange, they need a few words of encouragement to help them along and give them confidence in themselves. Do not rush them out into the front part of the store too soon, for if you do they will become embarrassed at every turn and will soon lose their courage.

Show them how to study, and do not act bored if they appear before you several times a day like a great question mark. Answer their questions to the best of your knowledge, or else show them where

they can find the correct answers—for they may ask you *some* things that will compel you to do a little studying yourself!

Do not for one minute overlook your responsibility to your apprentices, and before engaging one make sure of the following points:

First, that his character is all right.

Second, that he has the ability to learn the business.

Third, that he is desirous of learning the business after having had explained to him what will be expected of him.

Fourth, that you are willing and anxious to teach him all you can while he is serving you.—A. C. Le Richeux, of Duluth, before the Minnesota Pharmaceutical Association, of which he is this year the president.

#### CHEMICALS AND PHARMACEUTICALS AT THE WORLD'S FAIR.

Druggists, chemists, and others visiting the World's Fair are informed that they will find the exhibits of chemicals and pharmaceuticals in the Liberal Arts Building, though there are some other important collections on exhibition scattered through other buildings, notably that of Education.

These displays, in addition to being arranged so as to please the eye and excite the attention of the curious, are of the highest educational value, not merely to the professional man—the pharmacist, the chemist, the physician—but to every thinking and observing man, woman and child.

There we find the highest development of the wondrous art and science of chemistry, the art of the transformation of matter, the art that cannot create, but which, greater than that of the fabled magicians, starting with the most common and prosaic of earth's products, by successive transpositions of elementary components, by subtracting an atom here, or adding one there, converts the grimy coal, for instance, into dye stuffs whose colors rival in brilliancy and variety those of the rainbow; into light, equaling that of the sun in splendor; into sweets, whose sweetness surpasses a thousand-fold that of sugar or honey; into perfumes, the odors of which are infinitely stronger than those of attar of rose, the essential oils of violets, or of ylang-ylang—odors that cannot be repressed, but which permeate every container that has hitherto been devised for them.

So, too, this art, by similar successive transformations, converts the clay beneath our feet into alum-



A WELL-KNOWN MONTREAL PHARMACY.—In this building, located on St. Catherine Street, Montreal, is situated one of the most successful and beautiful pharmacies in that city—that of Mr. S. Lachance. Mr. Lachance is a prominent figure in the pharmaceutical affairs of his city, and his name will come familiarly home to thousands of Canadian druggists. The interior of his pharmacy is shown in the engraving on the opposite page.



inum, a metal rivaling silver in whiteness, steel in tensile strength, gold in the beauty and hardness of its alloys, and surpassing all other metals in lightness. Or, it pauses on the way to this end, and yields us the alums, so useful in medicine, the arts, and industries.

Ranged along with the triumphs of chemistry, we may there see the giant strides that manufacturing pharmacy has made during the progress of the years that have elapsed since the exposition at Chicago, a decade ago, not only in America, but in European countries as well. There are exhibits from Great Britain, from France, Germany, Austria, Italy, Belgium, and other portions of the continent, all well worth seeing and studying, not once, but again and again. This is, however, not unique as to the chemical and pharmaceutical exhibits, but applies to pretty much all of the exhibits of the Fair.

The displays are educational, too, in other directions, and notably so in a commercial direction. However much a man may know, or thinks he knows, about the articles he handles commercially, he cannot go through such an exhibition as that presented at the World's Fair without adding to his stock of information, with regard either to the crude substance or substances that enter into, or the mode of manufacture of some article he handles.—Editorial in the *National Druggist*.

#### PREVENTING WINDOW FROST.

The value of the pharmacist's show window for advertising purposes has long been recognized. To have the glass covered with frost, and thus be deprived of the window's use, is a hardship, and has brought forth many suggested remedies.

The various formulas containing glycerin which are suggested from time to time, while being of value, are only partially successful. To have the window provided with a closed back and a circulation of cold air from the outside is a better remedy, but the liability of having liquids frozen limits the range of displays that can be made during severe weather.

The remedy the writer proposes in this paper begins at the time of building or remodeling the store. The proper construction of the window, and the methods of heating and lighting the store, are what the writer offers as the solution of this problem.

It is a well known fact that where illumination is produced by kerosene, gas or gasoline, the condensation of moisture on the glass is worse at night. This shows that the illumination has something to do with the frost on the window. Heat supplied from a stove, a hot-air furnace, or a steam boiler also causes more or less condensation of moisture.



A WELL-KNOWN MONTREAL PHARMACY.—Here we have the interior of Mr. Lachance's pharmacy; and no praise is necessary to indicate its beauty. The picture speaks for itself—although it is to be understood that no engraving of an interior ever does full justice to the subject, especially if the view be considerably reduced in size as is the case in the present instance. No cigar case or soda fountain is in evidence, and it would seem from the character of the stock displayed that almost pure pharmacy is practiced in this beautiful place. The artistic semicircular shape of the counter design at the end of the room should be noticed by the observer.



In the writer's store, the window is left open at the back except that a mirror back is used: this is 30 inches high, is hung on a Pullman car spring sash balance, thus permitting it to be raised or lowered at will. At night, when the temperature ranges somewhat lower, the mirror back is raised, thus admitting warmed air to the bottles of the window and entirely preventing frost during the night. The store is heated with a hot-water heater. With this heat the radiating surfaces do not become as hot as with stove or steam heat; and there is no doubt that hot-water heat is a strong factor in preventing frost on the window. The store is lighted with electricity, and this, because of the absence of an open flame, is without doubt another factor in preventing frost.

"The proof of the pudding is in the eating," and here's the proof of the store with frost-proof windows: The writer's windows were entirely free from frost during the past winter, while the windows of the other stores in town were covered with frost for months at a time.—Read by H. F. RUHL before the Pennsylvania Pharmaceutical Association.



**AN A. PH. A. CHAIRMAN.**—Mr. Charles R. Sherman, of Omaha, Nebraska, was elected chairman of the Commercial Section of the American Pharmaceutical Association at the Kansas City meeting in September. It was a merited tribute to western energy and aggressiveness. Thinking the occasion appropriate for something concerning Mr. Sherman's business career, we asked him for a few particulars which we intended to "dress up" ourselves from a personal knowledge of the man. His letter in response, however, is much more interesting than anything that we could write:

"I cannot deny that I am a native of Vermont and am of mature years and alleged sound mind. Very much like Topsy, I 'grewed up' in the drug business. The early settlers fix the date at which I was first discovered in a drug store as being about November, 1877, and the particular place my brother's pharmacy in Anita, Iowa. I was a clerk in Omaha for nine years previous to September, 1889. At that time the Sherman & McConnell Drug Co. was organized, and of this I have been a member ever since. A registered pharmacist since 1880. Have been president and treasurer of the Nebraska State Pharmaceutical Association. Have never been in jail or had the yellow fever!"

It only remains to be said that the Sherman & McConnell Drug Co. do both a wholesale and retail business, that they are one of the largest retail establishments in the entire West, and that Mr. Sherman is president and treasurer.

## LETTERS.

### THE A. PH. A. AND THE PRELIMINARY REQUIREMENT QUESTION.

To the Editors:

I was interested, as you may suppose, in your editorials on the Kansas City meeting of the American Pharmaceutical Association in the October number, and especially in so much of them as referred to the efforts made towards an advance in entrance requirements, and also towards some greater uniformity in regard to degrees.

I was disappointed that the Conference of Pharmaceutical Faculties did not take any action upon the resolutions which Dr. Schneider and I had prepared. We were not at all tied to those resolutions, and had not expected that they would pass without modification, but we did think that the Conference would put itself on record in a practical way by demanding some appreciable advance in entrance requirements. I think it is very nearly twenty years since the Association first expressed the desirability of high-school graduation as a condition of entrance. Now, when the faculties who have it in their power to do something definite are asked to give effect to the sentiment long ago expressed, they hide themselves behind the very flimsy excuse that boards of pharmacy and the State legislatures must have a prerequisite law.

I think any sensible person must know, in view of past history, that it will probably be twenty years before prerequisite laws shall have been passed by three-fourths of the States where pharmacy laws exist. In many States it is difficult to get any kind of a pharmacy law passed, because of the feeling that such laws create a monopoly. The people in our State legislatures who vote on such a proposition as this are largely uneducated men who have no appreciation of the value of higher education of any kind. On the Pacific Coast there is considerable opposition to the raising of educational barriers of any kind. Even the practice of medicine has been so regulated in this State as virtually to let every cult that chooses to call itself "medical" confer diplomas and practice medicine. It is only two years since the supposedly advanced State of Ohio, through the *Midland Druggist*, uttered a vigorous protest against the action of the Association at St. Louis in passing a resolution calling for the scientific training of all pharmacists.



But we have not done with this question. The time will come when the universities will refuse to grant degrees to illiterate persons, and the other colleges will find the force of public sentiment leading, if not driving, them to the same position.

W. M. SEARBY.

San Francisco, Cal.

### AN ENGLISH WINDOW.

To the Editors:

I enclose you a photograph of a window display of bird seed which might be of benefit to the readers of your valuable journal. The photograph, however, is not so good as it might be, and entirely fails to indicate the color scheme which was the central idea of the arrangement.

My mode of procedure was first to get a plank the full length of the window, about a foot wide,



and arrange this perpendicularly 2 inches from the glass, thus leaving a cavity in which the seeds were afterwards poured. First, however, I wrote the words "Bird Seed" on the window-pane itself with a clear varnish, and while still "tacky" I threw black rape-seed on it, and thus made the legend seen in the engraving. Then two pieces of wood, two inches wide, were placed between the window and the plank at an equal distance from these letters, the idea being to prevent any of the seed at the side from going into the central space. Thus partitioned off, this space was filled with plain canary seed, except at the top where the darker streak is shown.

Now as to the wavy effect produced on the other side of the central space: I first poured in a layer of canary seed, then a layer of German rape-seed, then red millet, white millet, English rape, linseed,

Niger seed, hemp-seed, etc., until the top of the plank was reached. Meanwhile I had the shop boy outside directing me where to put the seed in order to get each layer even and to produce the desired wavy effect. When the design was completed I drew out the two pieces of wood previously mentioned, these being used only to preserve the effect of the square in the center.

Now of course, as I have already said, the chief beauty of this display was in the variety of color and the novel effect thus produced. This does not show at all in the engraving. As a matter of fact, however, the trim proved a great attraction to the public, and people were at a loss to know how the seeds had been put in the window. Considerable curiosity was excited, and we were asked many questions during the week. As to the objection that the seeds are perhaps rendered useless, I have only to say that they can be mixed together after such a display and sold as mixed bird-seed.

Let me also add that I look forward each month for the BULLETIN OF PHARMACY with great interest, and consider it the best journal I have ever had.

A. BEEBY.

Leeds, England.

[NOTE BY THE EDITORS.—One feature of this window will strike American pharmacists as being somewhat peculiar: the display is not limited to bird-seed, but is made to include also a considerable variety of proprietary and other articles. For the benefit of American readers we may explain that it is generally the custom in England to display more than one article at a time. For the benefit of English pharmacists, on the other hand, we may say that in America the advertising tenet of "one thing at a time" is applied in displays on the principle that the attention of the observer is thus concentrated and a much more definite and lasting impression created.]

### TRIMMING CORKS.

To the Editors:

It is very often necessary in a country drug store to trim corks, for under such circumstances an elaborate supply is not always available. This is particularly true of the larger sizes. If this trimming is done with a knife the cork will have a haggled appearance suggestive of carelessness. But if the cut surface is given a few strokes over a piece of fine sand-paper the cork may be made to look as good as new. When it is necessary to cut a large cork in two in order to shorten it, the best method is to use a fine saw.

BYRON F. DAWSON, M.D.,

Cayucos, California.



## HE WANTED SEVERAL THINGS.

To the Editors:

Being a regular reader of the "peculiar order" department of the BULLETIN, I enclose a specimen which it was our lot to fill recently, hoping that you

*I want a bottle of  
fills prod-r = somerker  
and a bottle of  
Black wash and a  
mug of sate. and a  
Bar of Carbolox soap  
and the direction of it*

may see fit to publish it for the benefit of our fellow readers.

J. P. CANNON & SON.

Mackenzie, Tennessee.

[NOTE BY THE EDITORS.—We have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is so long a delay in the appearance of their particular specimens.]

## A SHAMPOO POWDER AND OTHER THINGS.

To the Editors:

The BULLETIN came to hand this morning and I enjoyed it as usual. This seems almost a matter of course. My first search is always to see what new vice I have that the Observer has found in some one else. After a bit, if the Observer keeps it up, and I continue eliminating all these little mistakes in myself, I shall attain the perfect state. My apprentice turns first to the Camp-fire stories, and I have a strong suspicion that he feels that while, on the one hand, he has never done anything as clever as some of your contributors did in their apprenticeships, he has on the contrary never done anything as foolish as other contributors. We take particular notice of your descriptions of window shows, many of which we have adapted to our own requirements. The descriptive notes on the druggist's specialties we also find useful, and we have plagiarized the matter for handbills and show cards to a shocking extent!

I am sorry to say that I do not feel able to give anything like a *quid pro quo*. However, I may say that our most successful recent addition is a sham-

poo powder. It is made by mixing Hudson's extract of dry soap, 1 pound; powdered borax, 4 pounds; powdered turmeric, 1 ounce; oil of lavender, 2 drachms; oil of cloves,  $\frac{1}{2}$  drachm; Rouse's otto substitute, 2 drachms. The packets contain  $\frac{1}{2}$  an ounce and sell at 2d. (equivalent to 4 cents of American money). The Rouse otto substitute is made by mixing 3 parts of Rouse's oil of geranium with 1 part each of bergamot and sandalwood oil. At first sight this shampoo powder may seem to be overloaded with perfume, but we find that this sells best. We use Gould's system of advertising, and have found plenty of material in it for exploiting this product.

I will send a copy of our local paper to any brother pharmacist who will send me one of his, from any part of the world. With all good wishes to my fellow craftsmen beyond the seas, I am,

Yours faithfully,

G. B. WRIGHT.

16 Albert Street, Hebden Bridge, Yorkshire, England.

## SOME ORIGINAL SPELLING.

To the Editors:

I enclose an order for cough syrup handed me by a customer some days ago. I think it is rather unique to say the least.

"A READER OF THE BULLETIN."

Menomonee Falls, Wisconsin.

*pleas and  
send me som  
cough searp  
wat is god  
for a cough  
i will  
pay you  
jocktop ~~that~~*

[NOTE BY THE EDITORS.—We have so large a supply of these illiterate customers' orders on hand that it will take fully a year to use it up. Recent contributors will therefore understand why there is so long a delay in the appearance of their particular specimens.]



## SOME CIGAR POINTERS.

To the Editors:

I was pleased to note Mr. Farrington's article on cigar selling in the September BULLETIN. Few druggists realize the necessity of having in stock an assortment of all standard brands of cigars, or the importance of keeping them in a moist condition during the winter months. The profit is tempting. A thirty-five dollar cigar retailing at five cents nets over 40 per cent profit on the cost price.

On the subject of moistening cigars it is not generally known that the old-style moistener hanging by a chain, which Mr. Farrington properly says is an obstruction, has been superseded by a new moistener that has adjustable slides at each end, bringing it up snug to the top of the case, and adapting it to different widths of cases. In my experience the moistener which is set above the level of the cigars does most work for the reason that the moisture is heavier than the air, and, if placed above, descends on the top rows of cigars which are naturally the first to be served. I also find that a flat moistener set in the bottom compartment over the stock of full boxes keeps the latter in good condition.

It might be interesting to your readers to know that these moisteners can be secured of E. Broomall, 111 South Thirteenth Street, Philadelphia, or 36 North Clark Street, Chicago.

F. W. MUSSON.

Philadelphia.

## A QUESTION OF INCOMPATIBILITY.

To the Editors:

I was interested in the reply which you gave to "F. R. C." on page 392 of the September BULLETIN with respect to the incompatibility in a prescription containing borax, sodium bicarbonate, and listerine. You attributed the trouble to a reaction between the borax and the glycerin. Your answer caught my eye, as I filled exactly the same prescription about a month since and was surprised at the profuse effervescence caused. Upon experimenting I found that it occurred after adding the listerine, and I tried several ways of dispensing, and concluded that the trouble was caused by decomposition of the sodium bicarbonate by the acids in the listerine, and not from a reaction of the borax and the glycerin as you state. The reaction occurred in much less time when the glycerin was added to the solution

of the bicarbonate. I believe if you will investigate this further you will arrive at the same conclusion that I did.

A. J. McNAUGHTON.

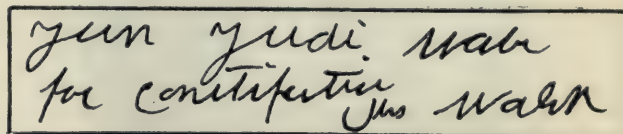
Whitehall, Wisconsin.

[NOTE BY THE EDITORS.—Both reactions take place in this combination: there is an incompatibility of the borax and the glycerin, and there is also a mutual decomposition between some of the acids of the listerine and the sodium bicarbonate, resulting in the liberation of carbon dioxide. The degree of both reactions would depend more or less upon the manner of compounding.]

## A "STEPMOTHER."

To the Editors:

I have taken the BULLETIN OF PHARMACY over two years, and my employer (Mr. L. W. Ross) and myself think it is the best drug journal there is. We enjoy the Camp-fire stories very much, and while I haven't anything to add to them I enclose a little order which we received some time ago. We handed out a bottle of Hunyadi Janos water, and it never came back, so I guess that is what was wanted.



A short time ago a little girl, about twelve years of age, came in and asked for "a stepmother." We had a good bit of trouble, but by asking her the usual number of questions we found out that she wanted a blind nipple or a "baby's pacifier." She said they had just come from down East, and that that was what they called them down there. So I guess we are not up with the people down East!

C. O. BOWMAN, Ph.G.

Chicago.

## AN EGG-BEATER IN PHARMACY.

To the Editors:

I note what Mr. Ross M. Plummer, of Portland, Oregon, has to say on page 379 of the September BULLETIN with reference to the manifold uses of "An Egg-beater in Pharmacy." Let me say that I have used an egg-beater for at least twenty-five years and find it the best thing that I have ever tried in making ointments of all kinds that require stirring.

J. A. THOMPSON.

Boston.



## BUSINESS HINTS.

### An Excellent Prescription Advertisement.—

From Nelson Fry, owning two stores in Philadelphia, one at Arch and 19th Streets, and the other at Mt. Vernon and 21st Streets, comes a slip advertising the prescription department which we think is admirable. It is shown in the accompanying engraving. The files of prescriptions, however, are

**Trusted 400,000**  
—TIMES—



Forty-four Prescription Files  
showing 400,000 Prescriptions  
filled at one Drug Store by

**NELSON FRY**  
Apothecary and Prescription  
Specialist

Arch and Nineteenth Streets  
Mount-Vernon and 21st Sts.  
Philadelphia.

not seen in the reproduction anything like as clearly as they were shown in the original circular. The circular was  $3\frac{1}{4}$  by  $5\frac{7}{8}$  inches in size, and the paper used was a superior quality of calendered stock. The ink was black.

### A Good Booklet.—

J. C. Regan, of Melvin, Mich., sends us a twelve-page booklet which he recently issued for the purpose of advertising his toilet specialties. Here is what Mr. Regan has to say about his cold cream, and it will be observed that he combines with the

advertisement useful information that is sure to make his message much more valuable, and to yield much more satisfactory returns:

### EVERY NIGHT MASSAGE WITH REGAN'S COLD CREAM.

"Massaging" is nothing more or less than gentle rubbing. You take a little Cream on the tips of your fingers and gradually rub it into the skin. Before massaging, the face should be washed with hot water and pure soap. We can supply you with any of the well-known toilet soaps.

This Cold Cream is perfectly pure. It is no more harmful than rich, fresh, Jersey cream, taken right off sweet milk, would be—and you know what a splendid thing that is for the complexion. It does not contain any injurious mineral product or anything that is not readily absorbed by the skin. All of its ingredients are nourishing skin foods. By its use you can help to work out wrinkles, hollow spots and dark patches. You can make the face plumper, and can clear the skin of pimples, black-heads and other impurities that are trying to break out.

There are dozens of uses for the Cold Cream. It takes the place of the old fashioned, ill smelling salves and ointments. It is just as healing as any of them. You can use it on all minor skin ailments and for all skin irritations which cause itching. Whenever there is anything the matter with your skin—sunburn, chap, cracked, bleeding, roughening, breaking out, reddening, a muddy appearance, or anything else—you should massage with this Cold Cream as suggested above. You will find it a quick and thoroughly reliable mode of keeping your complexion in perfect health. Price 15 cents per jar or 2 for 25 cents.

### A Rather Novel Advertisement.—

Here is something rather new that was gotten out in September by T. W. Bastyr, of St. Paul, upon the occasion of opening a new store. The "tele-

|                                                                                                                                             |                 |                                |                                  |
|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------|--------------------------------|----------------------------------|
| T. W. B. Form No. 546                                                                                                                       |                 | THE WESTERN TELEGRAPH COMPANY. |                                  |
| OFFICES IN GRAND VIEW HEIGHTS                                                                                                               |                 | ABLE SERVICE TO ALL THE PEOPLE |                                  |
| THIS MESSAGE SUBJECT TO TERMS PRINTED ON BACK                                                                                               |                 |                                |                                  |
| TIME FILLED                                                                                                                                 | <b>TELEGRAM</b> |                                | DESTINATION                      |
| Night and Day.                                                                                                                              |                 |                                | 648 Ohio St., near<br>Cor George |
| September, 1904                                                                                                                             |                 |                                |                                  |
| IMPORTANT NEWS IN THE GRAND VIEW HEIGHTS DISTRICT                                                                                           |                 |                                |                                  |
| We wish to announce to you that you will find a first class<br>drug store at 648 Ohio Street, near Cor George Ready for all<br>emergencies. |                 |                                |                                  |
| Respectfully soliciting your patronage.                                                                                                     |                 |                                |                                  |
| T. W. BASTYR, Prop                                                                                                                          |                 |                                |                                  |
| Grand View Heights Drug Store                                                                                                               |                 |                                |                                  |
| //IMPORTANT NOTICE ON BACK //                                                                                                               |                 |                                |                                  |

grams" were distributed in envelopes carrying out the idea and resembling those used by the Western Union people.



## Cough Cure Advertisements.—

The accompanying specimen is borrowed from an article by M. E. Gould in the *Druggists Circular*:

## COUGHS

### EARLY CROP

Fall coughing has begun. White Pine Syrup is beginning to sell. People think as much of it as ever. It certainly is a good remedy for Coughs, Colds, Hoarseness and ordinary Throat Troubles. 25 cents. Three times as much (family size), 50 cents. Bring it back if you don't like it.

(Space for Name.)

Here is another, clipped from "Cunningham's Bulletin:"

### There are no idle words

in my

### COUGH BALSAM GUARANTEE

It means every word it says. They are "chock" full of meaning—dollar saving meaning—for you. Read it through carefully.

"This Balsam is the best I know how to make, I could not make it any better if I were to charge 50 cents for it; it contains such well known drugs as Wild Cherry, Sassafras, Blood Root, etc., and while not infallible, it will cure any cough or cold that is not sufficiently bad to require the services of a physician. If it does not do so I will gladly refund your money."

In over 13 years I have had only three bottles returned. Doesn't that speak well for the Balsam?

Andrew R. Cunningham  
264 Jos. Campau Avenue

## A New Advertising Idea.—

A. V. Riley, proprietor of the Riley Drug Store, of Bertram, Texas, has sent us a circular letter which he mailed this year in conjunction with a circular advertising the second annual fair of the Bertram Fair Association. Mr. Riley evidently offered to mail the circulars of the fair around to the farmers and others interested in the event, and availed himself of the opportunity to insert a specimen of his own advertising. He apparently realized that the fair would evoke a great deal of interest and that he would come in for at least a portion of the benefits. The circular was evidently printed on a duplicating machine from a typewritten original. Mr. Riley called attention to the merits of his prescription department, and spoke also of the nice line of school stationery, paints, sundries, and other things carried in stock.

## An Opening.—

Edward A. Zerbst, located at Fifteenth and Penn Streets, St. Joseph, Missouri, distributed a four-page folder, 5½ by 8½ inches in size, inviting people to "The Grand Opening of our New Store," which was held in September last. The invitation was very cleverly phrased, and a good, strong talk was given on the merits of the new establishment. An opening day is a good thing to have, particularly if something special is offered.

## A Druggist's Paper.—

G. N. Syms, 91 Eighth Avenue, New York, issues a little drug-store paper which he calls "Drug News." It contains a lot of interesting jokes and other general matter calculated to make the paper readable, and there is one editorial page devoted to some good, strong talk on drug-store subjects. The fourth page is the only one devoted to display announcements.

## Do it Right!—

If you are satisfied with just "keeping store," don't advertise. If your blood is red, if you want to grow, if you feel a satisfaction in being a leader in your line—*advertise*. Do it right. Make it a feature of your work, not a side issue, and the cash assets at the end of each year will surely determine the value of advertising.



## PRACTICAL PHARMACY.

### The Quinhydrone Hypothesis of Plant Pigmentation.—

A paper with this title was read at the Kansas City meeting of the American Pharmaceutical Association by Dr. Edward Kremers, dean of the Pharmacy Department of the University of Wisconsin. The object of his investigation was to consider a number of observations from a single point of view, to show how not a few plant pigments may be genetically related, and how by slight changes a variety of shades of the same pigment may be produced.

It can further be shown that, starting with the same initial substance, one plant may produce largely what is known as volatile oil or part thereof, whereas another plant may produce but little, if any, volatile oil, but be rich in pigment.

Again, it can be shown how by a series of simple chemical reactions, the same plant may produce a volatile oil, so-called, then a pigment, and finally a substance which as such is not classed with either.

With the application of this hypothesis to certain glucosides, the fall coloration of certain plants, and the disappearance of the brilliant fall colors, can likewise be explained.

While no attempt was made to explain the evolu-

tion of other pigments than those dependent on quinhydrone for their color, a genetic relation between some of them and the quinhydrone can readily be established on paper with the aid of a few reactions very common to plant life.

Moreover, with the aid of this hypothesis, the disappearance of color during the process of experimentation by older and recent investigators finds a plausible explanation, and may, therefore, lead to new investigation along rational lines.

A practical application this hypothesis finds in the decoloration of certain colored oils.

### The Use of Acacia in Compounding.—

Astruc and Robert (*Bulletin de Pharmacie du Sud-Est; American Druggist*) found that the addition of gum acacia to mixtures often prevented an incompatibility when certain preparations are combined. For example, if a mixture be made consisting of the syrup of iron iodide of the French Codex, and of the wine of cinchona, the mixture remains clear. But if a syrup be used which is prepared without acacia the preparation becomes cloudy.

The extract of cinchona usually gives cloudy mixtures, but if a little acacia be added to it, clear mixtures may be obtained. This limpidity persists even when such an extract is added to incompatible substances, such as vegetable infusions, caffeine, antipyrin, pyramidon camphorate, chlorides, bromides, iodides, glycerophosphates, arsenical compounds, etc. If the wine of cinchona be allowed to stand, there will be a cloudiness and later a deposit. This may be avoided by adding one or two grammes of acacia to the liter of the wine. The wine of cinchona produces precipitates, if not immediately, then after a short time, when other wines, such as that of rhubarb, colombo, wormwood, kola, etc., are added to it. If one-half of one per cent of acacia be added to the wine of cinchona before these additions, the precipitate is avoided. The ferruginous wine of cinchona of the Codex, which is at first clear, soon deposits a sediment. This may be avoided by adding to the wine 30 per cent of simple syrup, 10 per cent of glycerin, or 1 per cent of gum acacia.

Wine of cinchona always produces a precipitate when mixed with sodium arsenate, sodium methylarsenate, Fowler's solution, etc. If 1 per cent of gum acacia be added to this wine, these precipitates do not occur. The author concludes that the addition of small amounts of acacia offers a very useful



THE U. OF M. ALUMNI AT THE KANSAS CITY MEETING.—Nineteen graduates of the School of Pharmacy of the University of Michigan were present at the Kansas City meeting of the A. Ph. A. in September and had a very pleasant dinner one day at the Coates House, following which they were marshaled outside the hotel and photographed. Reading from the left the individuals are L. D. Havenhill, E. A. Ruddiman, W. C. Kirchgessner, James Seymour, H. M. Gordin, L. E. Sayre, J. W. T. Knox, E. J. Kennedy, John D. Muir, W. I. Millington, Henry Helm, Mr. Steadler, M. Noll, L. A. Seltzer, W. H. Burke, L. F. Kebler, J. H. Beal, W. J. Teeters, and J. O. Schlotterbeck. The U. of M. is always well represented at the A. Ph. A. gatherings, and many of the most prominent pharmacists of the country are to be found among her Alumni.



means of avoiding many disagreeable incompatibilities, without changing materially the composition of the preparations in question.

#### Elixir of the Glycerophosphates of Lime and Soda.—

Mr. W. C. Kirchgessner's formula for this preparation has been printed in the BULLETIN two or three times, but we may now give the author's modified formula as presented at the Kansas City meeting of the A. Ph. A.:

|                                  |                |
|----------------------------------|----------------|
| Sodium glycerophosphate .....    | 128 grains.    |
| Calcium glycerophosphate .....   | 64 grains.     |
| Hydrochloric acid .....          | 1 fluidrachm.  |
| Simple syrup .....               | 4 fluidounces. |
| Compound spirit of orange.....   | 1 fluidrachm.  |
| Prune juice, enough to make..... | 1 fluid pint.  |

Dissolve the sodium and calcium glycerophosphates in the prune juice with the hydrochloric acid previously added. Mix the syrup and compound spirit of orange and add to the other solution. Filter if necessary.

Mr. Kirchgessner observed that the difficulty in making this elixir was to keep the calcium glycerophosphate in solution. Experiments were made by using citric acid, combinations of citric acid and potassium citrate, citric acid and phosphoric acid, 85 per cent phosphoric acid, and hydrochloric acid. The menstrua employed were sherry wine in different proportions with alcohol, simple elixir, and prune juice. The foregoing combination was found to produce the best results.

#### A Skin Lotion.—

W. H. Jenkins, of Scranton, Pa., contributes an interesting article on the subject of profits to the *Pharmaceutical Era* and incidentally gives the following formula for a skin and hand lotion which yields good returns:

|                                      |            |
|--------------------------------------|------------|
| Quince seed .....                    | 3 drachms. |
| Boric acid .....                     | 2 drachms. |
| Glycerin .....                       | 4 ounces.  |
| Alcohol .....                        | 8 ounces.  |
| Carbolic acid .....                  | 10 drops.  |
| Glycerite of starch.....             | 4 ounces.  |
| Distilled extract of witch hazel.... | 8 ounces.  |
| Mercuric chloride .....              | 3/4 grain. |
| Water, enough to make.....           | 1 gallon.  |
| Perfume with                         |            |
| Oil of rose.....                     | 10 drops.  |
| Oil of sandalwood.....               | 4 drops.   |

Mr. Jenkins says this costs about 30 cents per pint, and sells in 2-ounce vials at a good profit.

#### Tincture of Larkspur Seed.—

H. M. O'Neil contributed the following formula to the Kansas City meeting of the A. Ph. A.:

|                            |          |
|----------------------------|----------|
| Larkspur seed .....        | 100 Gm.  |
| Potassium carbonate .....  | 10 Gm.   |
| Alcohol .....              | 500 Cc.  |
| Water, enough to make..... | 1000 Cc. |

Mix the larkspur and the potassium carbonate with 500 Cc. of water, boil the mixture for 5 minutes; when cold, add 500 Cc. of alcohol, mix and strain, pass sufficient water through the strainer to make the product measure 1000 Cc.; if not sufficiently clear, filter through paper.

Mr. O'Neil stated that this formula was originated by Mr. A. W. Firth. It had been used by Mr. O'Neil for some years, and he believed that it was owing to the superior quality of the preparation over that generally manufactured that so large a sale had been worked up for it. The usual method is to macerate the seed in alcohol for a continued period, and this, observed Mr. O'Neil, produces a pale, straw-colored tincture, containing a slight percentage of the active principle, delphinine, and being of uncertain strength.

#### A Short Cut to Medicated Waters.—

Thomas D. McElhenie suggested the following process at the Kansas City meeting of the A. Ph. A.: Put in a suitable bottle the official quantity of calcium phosphate, drop on this the required amount of essential oil, and add gradually, with shaking, distilled water which has previously been heated in a suitable vessel. When cool, filter. The agitation with hot water disintegrates the oil as completely as trituration does, and saves time and labor.



AT THE KANSAS CITY CONVENTION.—One of the most interesting social features of the Kansas City meeting of the American Pharmaceutical Association, held in September, was the trip made one afternoon out to Fort Leavenworth. In this picture the special train is seen just after it had pulled in at the station, and the visitors are piling into the numerous carryalls waiting to receive and take them up the tortuous road to the Fort.



## THE DRUGGIST'S SPECIALTIES

*In this department Mr. B. S. Cooban, of Chicago, a practical pharmacist of large experience in the manufacture and sale of druggists' specialties, will endeavor (1) to provide formulas that will "work" to subscribers who ask for them, to (2) give advice concerning labels and packages, to (3) render suggestions regarding advertising methods, and (4) not less important, to publish in turn formulas for successful specialties which readers themselves are cordially invited to contribute. All correspondence should be addressed to "Specialties Department," BULLETIN OF PHARMACY, P. O. Box 484, Detroit, Michigan; and all inquirers should conform to the conditions which are stated over the adjoining department of "Queries."*

### *Regarding Hand and Face Lotions.*

We are in receipt of the following letter from H. S., of Edmonds, Washington: "Would you kindly state why glycerin and oftentimes acacia and tragacanth are added to quince-seed lotions and creams? For a number of years I have made a cream without any of these, comprising simply quince mucilage with the addition of a little borax, alcohol, and perfume. But many of the formulas published of late, noticeably Mr. Cooban's, contain glycerin or one of the gums, which in my experience defeat the quick and thorough drying of the preparation when applied."

Mr. S. is mistaken about any of our formulas directing the addition of either acacia or tragacanth to quince mucilage. We *do* use glycerin for this reason: A preparation designed for chapped or roughened skin, sunburn, etc., or as a lotion for the prevention of chapping, requires an emollient to be effective as a healing and palliating agent. Glycerin is chosen in fluid preparations (lotions and so-called "creams") because of its healing properties and ready miscibility with water and alcohol, allowing a much nicer and more agreeable preparation than is possible if oil is used. However, the glycerin must be properly diluted or it would be more harmful than beneficial; indeed, the fault with many of the formulas of this character is that they contain too much glycerin, rendering the product sticky and non-drying, and being neither agreeable nor elegant. One ounce, or, at the most, two ounces to the pint is sufficient, with an equal quantity of alcohol.

We prefer the quince-seed mucilage to tragacanth; in our experience it is much more satisfactory. In our "Cooling Cream" we use a glycerite of starch, which serves to thicken the product some,

This preparation has given great satisfaction with us, and is selling better every year. We also have a tragacanth preparation which is preferred by some customers.

We are very glad Mr. S. brings up this question, and now that the ice is broken we trust that he will send in his formula and give the department the benefit of his experience in other lines. This is just what this department is primarily for—an interchange of ideas and experiences; in a measure, a monthly convention for the discussion of practical questions and the development of ideas and plans for the material betterment of all. There are lots of little schemes and tricks locked up in the experience boxes of BULLETIN readers which this department would be very glad to get, and which would make this column more valuable and interesting to all.

Loosen up!

### *Caustic Balsam.*

J. S. & Co. want a formula for Gombault's Caustic Balsam. A preparation under this name has had an extensive sale, and is thought a great deal of by horsemen. According to Fenner, the following produces a similar preparation:

|                                |                 |
|--------------------------------|-----------------|
| Sulphuric acid, by weight..... | 1 ounce.        |
| Croton oil .....               | 1 fluidounce.   |
| Corrosive sublimate .....      | .60 grains.     |
| Oil of turpentine .....        | .6 fluidounces. |
| Camphor .....                  | ½ ounce av.     |
| Cottonseed oil .....           | .8 fluidounces. |

Mix the oils of turpentine and croton, add the corrosive sublimate in fine powder, also the camphor, and dissolve; then add, a little at a time, the sulphuric acid, taking care that the mixture does not become too hot. When all has been added, and the mixture has become cool, add the cottonseed oil and mix thoroughly.

This is used for sprains, ringbones, strains, swellings, puffs, etc:

### *Corn Cure.*

W. C. H. sends his formula for corn cure with which he has trouble in dissolving the acid and extract:

|                           |            |
|---------------------------|------------|
| Extract of cannabis ..... | 2 drachms. |
| Salicylic acid .....      | 1¼ ounces. |
| Collodion .....           | 12 ounces. |

Use four fluidrachms of the fluid extract, dissolve the acid in one and a half ounces of alcohol, mix with the fluid extract, and add flexible collodion to 12 ounces,



*Face Cream; Shampoo Paste.*

E. P. McC. sends samples of a cream and a shampoo paste, and wishes formulas that will duplicate the articles. We endeavor in this department to furnish workable formulas for toilet and medicinal preparations of commercial value to all, or give suggestions that will enable the querist to work out his own salvation. We are glad to receive samples as they are of material assistance in framing a formula, but it must be understood that we do not make analyses, or attempt to duplicate exactly the articles sent.

## FACE CREAM.

The face cream is one of the seed mucilage variety, but a little heavier than usual, and is perfumed (?) with terpinol, a derivative of terpin hydrate, used in lilac perfumes. A similar preparation may be made from the following:

|                                 |                |
|---------------------------------|----------------|
| Quince seed .....               | ½ ounce.       |
| Glycerin .....                  | 2 fluidounces. |
| Alcohol .....                   | 3 fluidounces. |
| Tincture of benzoin .....       | 20 drops.      |
| Boric acid .....                | 15 grains.     |
| Any desired extract .....       | 2 fluidrachms. |
| Water (distilled or rain) ..... | sufficient.    |

Macerate the quince seed with 12 fluidounces of water for three or four hours, stirring occasionally. Strain through cheese-cloth with some force. Again macerate the seed with 4 fluidounces of water and strain as before. Mix the two portions and add the glycerin. Dissolve the boric acid in the alcohol, add the tincture and perfume, and to this slowly add the mucilage to make one pint.

This will furnish a heavy product, that dries quickly, will whiten and soften the skin, and will be good for tan and sunburn.

Other formulas of like character will be found on pages 219 and 305 of the current volume of the BULLETIN.

## SHAMPOO PASTE.

The shampoo paste is a potash soap of cocoanut oil, containing glycerin. A formula for a similar preparation will be found on page 348 of the BULLETIN for August.

*Two Samples for Identification.*

C. S. C. sends samples of a cream and an ointment, asking for formulas. The ointment is a sample of unguentine, a proprietary preparation. The formula has never been published to our knowledge.

The cream is a vaselin cold cream. Mr. M. D.

Hodges read a paper at a recent meeting of the Georgia Pharmaceutical Association in which he recommended the following formula as furnishing a good

## COLD CREAM.

|                                  |                 |
|----------------------------------|-----------------|
| Liquid albolene or paraffin oil. | 16 fluidounces. |
| Paraffin .....                   | 4 ounces.       |
| White wax .....                  | 2 ounces.       |
| Perfume to suit.                 |                 |

Melt the paraffin and the wax on a water-bath, remove from the fire and add the oil, beating until nearly cold. Then add perfume.

*Egg Shampoo.*

L. A. C. wants a formula for an egg shampoo that will be permanent and always stay white. On page 127 of the BULLETIN for March, 1904, you will find a formula for a good Egg Shampoo; it calls for only the white of the egg, and will be nearly white.

Here is one from the Era Formulary that looks good; you might try it. The product will have a yellowish tinge.

|                                 |                 |
|---------------------------------|-----------------|
| Fresh eggs .....                | 3.              |
| Tincture of green soap .....    | 1½ fluidounces. |
| Carbonate of potassium .....    | 160 grains.     |
| Ammonia water .....             | 160 drops.      |
| Oil of rose .....               | 2 drops.        |
| Oil of bergamot .....           | 2 drops.        |
| Oil of geranium .....           | 1 drop.         |
| Oil of almond (essential) ..... | 1 drop.         |
| Rose water .....                | 27 fluidounces. |

Thoroughly beat the three eggs, dilute with the rose water, and then add the other ingredients.

*A Good General Liniment.*

J. H. C. wants a formula for a liniment for general use that is "tried and true." We can do no better than recommend the formula published last year in the BULLETIN by Mr. T. W. Perkins:

## PERKINS'S GREEN OIL.

|                          |            |
|--------------------------|------------|
| Oil of sesame .....      | 1 pint.    |
| Oil of peppermint .....  | 1½ ounces. |
| Oil of wintergreen ..... | 2 ounces.  |
| Oil of spearmint .....   | 10 minims. |
| Oil of sassafras .....   | 3 ounces.  |
| Oil of cassia .....      | 20 minims. |
| Oil of eucalyptus .....  | 10 minims. |
| Menthol .....            | 30 grains. |
| Chlorophyll .....        | 30 grains. |

Mix the oils together, with the exception of the sesame. In 4 ounces of the oil of sesame dissolve the chlorophyll by the aid of heat; when dissolved, remove the liquid from the



fire and dissolve in it the menthol; then mix all together and filter if necessary.

This makes a good liniment; it can be used internally as well as externally. The coloring matter can be omitted if desired, or a harmless red color can be substituted. We know of one druggist who is using this formula, coloring it red, calling it "Red Oil," and is selling lots of it.

This formula was first published in the BULLETIN for June, 1903, page 231, where you will find "copy" for the label, signs, and advertising matter.

#### *Talcum Powder.*

L. E. E. wants a formula for talcum powder that he can sell to barbers at 25 cents a pound. See the BULLETIN for July, page 308.

## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

#### *Soap Liniment.*

I. A. W.—You have evidently made your soap liniment from some unsuitable soap containing an undue percentage of sodium stearate or sodium palmitate. We are not able to suggest any remedy. These salts are insoluble in alcohol, and soaps containing them in appreciable quantities are therefore unsuitable for making soap liniment. Even pure Castile soap contains some sodium palmitate, from the palmitin present in olive oil, but the salt is separated from the liniment by filtration in the official process.

Incidentally we may say to you that the powdered Castile soap, as directed in the Pharmacopœia, is to be much preferred over the official solid article in making soap liniment, on account of the variable quantity of moisture present in the official soap. The liniment can be more quickly prepared if the soap be heated with about three times its weight of water, in a dish, on a water-bath, until a uniform gelatinous mass results, which will dissolve almost immediately when mixed with one-half the prescribed quantity of alcohol; the camphor and the oil of rosemary having been dissolved in the remain-

der of the alcohol by agitation, are then added to the soap solution, followed by sufficient water to make the required volume. The official directions to set the liniment aside in a cool place for twenty-four hours, and then to filter, are for the purpose of getting rid of the sodium palmitate always present in Castile soap, which is but sparingly soluble in the menstruum, particularly in the cold.

#### *Angostura Bitters.*

J. G. G.—The following formula is reprinted from a recent issue of the *Druggists Circular*:

|                          |            |
|--------------------------|------------|
| Angostura bark .....     | 4 ounces.  |
| Bitter orange peel ..... | 2 ounces.  |
| Canada snake root .....  | 2 ounces.  |
| Cinchona .....           | 2 ounces.  |
| Serpentaria .....        | 2 ounces.  |
| Gentian .....            | 1 ounce.   |
| Galangal .....           | 1 ounce.   |
| Calamus .....            | 1 ounce.   |
| Cardamom .....           | ½ ounce.   |
| Cinnamon .....           | ¼ ounce.   |
| Cloves .....             | ¼ ounce.   |
| Coriander .....          | ¼ ounce.   |
| Mace .....               | ¼ ounce.   |
| Alkanet root .....       | ½ ounce.   |
| Alcohol .....            | 24 ounces. |
| Water .....              | 16 ounces. |

Mix the drugs, reduce to a fine powder, and extract with a mixture of the alcohol and water.

This makes an extract from which the bitters may be prepared by mixing 1 ounce of the extract with 24 ounces of alcohol, 40 ounces of water, and 1 ounce of glycerin.

The name Angostura as applied to bitters is claimed as exclusive property by one manufacturer.

#### *Dry Fire Extinguishers.*

Y. Chemical Co.—The following formulas were printed some time ago by the *Pharmaceutical Era*:

|                          | Parts. |
|--------------------------|--------|
| (1) Common salt .....    | 8      |
| Sodium bicarbonate ..... | 6      |
| Sodium sulphate .....    | 2      |
| Calcium chloride .....   | 2      |
| Sodium silicate .....    | 2      |
| (2) Common salt .....    | 60     |
| Sal ammoniac .....       | 60     |
| Sodium bicarbonate ..... | 80     |
| (3) Sal ammoniac .....   | 100    |
| Sodium sulphate .....    | 60     |
| Sodium bicarbonate ..... | 40     |



### *Elixir of Pyrophosphate of Iron, Quinine, and Strychnine.*

C. Q.—You might try the following formula, recommended two or three years ago by H. C. Bradford, and printed at that time in the BULLETIN:

|                                          |                 |
|------------------------------------------|-----------------|
| Iron pyrophosphate, soluble .....        | 256 grains.     |
| Quinine sulphate .....                   | 64 grains.      |
| Strychnine sulphate .....                | 2 grains.       |
| Solution of saccharin .....              | 4 fluidounces.  |
| Alcohol .....                            | 2 fluidounces.  |
| Water .....                              | 2 fluidounces.  |
| Aromatic elixir, enough to<br>make ..... | 16 fluidounces. |

Mix the alcohol with 1 ounce of water, and in it dissolve the alkaloids, using heat if necessary. Mix the solution of saccharin with the remaining water, and in it dissolve the iron salt, without heat. Should solution be too slow, a few grains of sodium citrate will be found materially to hasten the process. When solution is complete, mix with the alkaloidal solution, shaking vigorously. Now add 4 drachms of purified talcum and 8 ounces of aromatic elixir. Shake well; set aside for a few days, and filter, making the filtrate measure 16 ounces by the addition of aromatic elixir.

The amount of saccharin in this may be varied, more or less being added to suit the taste. Always measure it, although in such a manner that when you find the amount that suits best, you can add that exact quantity to your next lot.

### *"Tasteless" Castor Oil.*

M. L. L.—If you will consult the annual indexes to the BULLETIN for the last few years, you will find that article after article and note after note has appeared concerning the subject of "tasteless" castor oil. One of the best formulas was that contributed by A. J. Gardner, of Grand Rapids, Ohio, for an emulsion of cod-liver oil. This was as follows:

|                            |         |
|----------------------------|---------|
| Castor oil .....           | 500 Cc. |
| Mucilage of acacia .....   | 125 Cc. |
| Spirit of gaultheria ..... | 10 Cc.  |
| Sugar .....                | 1 Gm.   |
| Sodium bicarbonate .....   | 1 Gm.   |

### *Board Secretaries.*

H. McK. F.—The secretary of the New York Board of Pharmacy is Warren L. Bradt, of Albany; the secretary of the Pennsylvania Board is Charles T. George, of Harrisburg; and the secretary of the Michigan Board is John D. Muir, of Grand Rapids. These gentlemen will be able to tell you regarding the requirements for practice in their several States.

### *Onion Syrup.*

A. J. D.—We have never been able to find any formula for this syrup in the standard formularies, but an accomplished housewife tells us that she has repeatedly used the following process in her own family of children and grandchildren with great success:

Wash the onions, peel them, cut in slices, sprinkle thoroughly with sugar, and simmer over a slow fire until the juice is extracted.

A syrup of garlic is official in the U. S. P., and is reprinted in the dispensatories.

### *Coating Pills with Keratin.*

A. D.—Keratin coating has been especially recommended for pills which are not to be acted upon in the stomach, but which are to be dissolved in the intestinal fluids. All pills intended to be coated with keratin must be made with some fatty excipient and contain no appreciable moisture; the mass is best made with cacao-butter and oil of sweet almond, or a mixture of purified mutton tallow or cacao-butter 10 parts, and white or yellow wax 1 part. After the pills have been rounded they should be dipped in melted cacao-butter, which is allowed to harden; they are then dipped in a porcelain dish, the keratin solution added (about 30 or 40 drops for 100 pills of medium size) and rotated until the pills have become thoroughly moistened, after which they are dried on parchment paper, to which they will not adhere. The application of keratin solution must be repeated three or four times and allowed to dry each time.

To avoid the tediousness of coating with keratin, salol coating has been recommended, which is best applied by melting salol in a dish and dipping the pills, fixed on needles, into it, afterward closing the small needle-holes separately. Salol, like keratin, is insoluble in the gastric juice, but the coating has not been found so satisfactory.

### *Antiseptics in Wounds.*

G. H.—We do not know any reason why bichloride of mercury and aristol may not be used in the same wound without difficulty. They are very frequently employed together. If sloughing has resulted it has doubtless been due to some infection—that is, if the wound was a surgical one. If it was in the nature of a contusion, the sloughing was probably caused by bruised tissues.



*Cloudy Syrup of Hypophosphites.*

C. Q.—The following formula was recommended by A. E. Hiss some time ago in the *Western Druggist*:

|                                           |                 |
|-------------------------------------------|-----------------|
| Calcium hypophosphite .....               | 128 grains.     |
| Sodium hypophosphite .....                | 64 grains.      |
| Potassium hypophosphite .....             | 64 grains.      |
| Quinine sulphate .....                    | 40 grains.      |
| Iron pyrophosphate, scale .....           | 96 grains.      |
| Strychnine sulphate .....                 | 6 grains.       |
| Sugar .....                               | 3½ pounds av.   |
| Water .....                               | 32 fluidounces. |
| Simple syrup, enough to make....½ gallon. |                 |

Mix the three hypophosphites, quinine sulphate, and water in a suitable dish, apply a gentle heat until all are dissolved, add the sugar, continue the heat until it is dissolved, then bring the liquid to a boil; remove the vessel from the source of heat, add the iron pyrophosphate, stir the liquid until it is dissolved, dissolve the strychnine sulphate in about 6 fluidrachms of distilled water, add to the preceding solution, strain the whole through cloth, and add enough simple syrup, if necessary, to make the liquid measure one-half gallon.

This makes a thick syrup in which the cloudy matter subsides slowly and is readily diffused through the liquid on agitation. It should be preserved from the light, as it becomes darker on exposure.

*Paper Barometers.*

H. D. C.—Here are three formulas:

1. Copper chloride, 1 part; nickel oxide, 3 parts; cobalt chloride, 4 parts; gelatin, 80 parts; distilled water, 800 parts.
2. Cobalt chloride, 1 part; gelatin, 10 parts; distilled water, 100 parts.
3. Copper chloride, 1 part; gelatin, 10 parts; water, 100 parts.

Paper saturated with 1 becomes green in dry weather; with 2, blue; with 3, yellow. In wet weather the papers are colorless.

*Saponified Coal-tar Creosote.*

I. K.—The following process was contributed to page 29 of the *Oil, Paint and Drug Reporter* of July 20, 1903:

To carry out the manufacturing process 5½ pounds of caustic soda are put in a kettle, about 19 gallons of common water added, and these are from time to time stirred until solution results. The kettle containing the caustic soda solution is put on a small fire, heated, and 30 pounds of rosin added in small quantities; the heating and boiling is continued until all the rosin is dissolved. It will take about two hours until a clear rosin soap, weighing about 45½ pounds, is obtained. The rosin soap, while still hot, is at once

strained through cheese-cloth into another container, and 60 pounds of creosote oil containing 20 to 25 per cent cresols added and thoroughly mixed. One thus obtains saponified coal-tar creosote. After it has been strained again through cheese-cloth, if necessary, it is ready for use.

*The Coloration of Carbolic Acid.*

L. R.—Recent investigations by Walther, a British chemist, indicate that the cause of the reddening of carbolic acid is the ozone or hydrogen peroxide of the air acting in the presence of the iron derived from the glass of the bottles or the "tin" of the containers. Working upon this hypothesis, Frederick T. Gordon, of the United States Navy, concluded two or three years ago that to prevent the reddening of carbolic acid, it must be free from iron and be kept in iron-free containers. He found that bottles coated inside thickly with paraffine were very good. Exposure to the light seems to bleach the reddened crystals. If the red crystals are melted, and the first crystallization separated, this will often give a white acid.

*Short Answers.*

W. Pharmacy.—If you do not like caramel for coloring your syrups, because of its variability, you might use what is known as "carmon." Or you might standardize your caramel, acting on the principle that a given amount of diluted caramel should impart a certain shade to a definite amount of liquid.

C. E. G.—The word "Vaseline" is a trademark and may not be used by any one except the owners. On the other hand, the product which it represents, petrolatum, is not patented, and may be manufactured and sold by any one.

T. L. R.—Rock candy is very often used in the preparation of medicated syrups in preference to granulated sugar on the ground that it is free from ultramarine contamination and other impurities often found in the latter article.

G. Pharmacy.—A green coloring agent for a toilet ammonia is described in the article by H. C. Bradford on "Practical Coloring Agents," printed elsewhere in this issue of the BULLETIN.

R. J. C.—Have you tried the aniline substance known as "acid ruby" for coloring your solution of bichloride?

E. G.—We are not able to give you the formula for the proprietary article mentioned.



## THE SLOT 'PHONE.

That the slot 'phone is an excellent thing for the druggist, and that the pharmacists of those towns who are not blessed with it should hasten to correct the deficiency, were truths abundantly testified to in a discussion which arose in the Commercial Section at the last meeting of the American Pharmaceutical Association.

A paper was presented by John I. Straw, of Chicago, describing the felicitous results which had followed the adoption of slot instruments in the author's city. Formerly the druggist paid an annual rental of \$150.00—pure loss. Now he makes an annual profit of \$75.00—pure gain. The slot 'phone has meant a difference of \$225.00 to him every year, and he has lost no support from the public because every druggist in the city has abandoned the free 'phone, the step being taken as the result of organized action. The telephone company provides an automatic slot machine which needs no attention from the druggist, and the latter guarantees a certain income per month or year, securing a certain percentage of everything taken in over that amount as a commission.

This report upon the conditions in Chicago led to statements of the situation in other cities. Mr. Ward, of Denver, said that the slot machines had been adopted in his city with entire satisfaction, and that whereas the druggist formerly paid \$120.00 a year for his 'phone, he now guarantees \$60.00 a year and is given 25 per cent of everything taken in over that amount. Furthermore, the druggist himself enjoys the free use of the 'phone.

Mr. Hynson, of Baltimore, offered two objections to the slot idea: (1) in most cities the companies, well known to be autocratic, would not install slot 'phones, and (2) even if druggists obtain them they are faulty in that the physician is compelled to pay for their use when he desires to call up his office or his patient from the store—a treatment of him at the hands of the druggist which amounts to an indignity.

Mr. Burke, of Detroit, replied to these objections that if the druggists of a city would organize and make a strong and united demand they could wring any reasonable concession from the telephone company. In his city they had succeeded in securing an arrangement whereby they get 40 per cent of *all* receipts and guarantee no regular income whatever. Furthermore, answering the other point

raised by Mr. Hynson, Mr. Burke pointed out that the Detroit arrangement permits physicians the free use of the 'phone in calling up their offices, and also grants patients the privilege of calling up their physicians without charge if they do so through the druggist. The druggists themselves, however, must pay in using the 'phone except when they call up a doctor, a hospital, or the police, or when they send a telegram or summon a messenger from the Western Union Telegraph office.

## MUST WE ARGUE IT?

One of the things the editors of the BULLETIN simply cannot understand is why so few readers keep and bind their annual volumes of the journal. We do not urge it because the druggist ought to be studious, or professional, or scientific, but because he is a business man with "his eye on the main chance!" To such a man one or more bound volumes of the BULLETIN would come into profitable use *every day in the year*.

Listen! You are an aggressive hustler after more and more business. You believe in advertising. Well, this week, say, you want to make a drive on cough syrup. Turn to the annual index printed in this issue of the BULLETIN: under "Advertisements" you will find page references to a number of specimen ads for newspapers or circulars; under "Advertising Ideas" you will find a number of other ways of pushing the article—ways which have been conceived and applied by druggists all over the country; and under "Window Displays" you will discover one or more clever trims ready to your hand. Here is the whole week's campaign without any trouble or expense!

Or suppose you experience some dispensing difficulty in compounding a prescription. Look at the numerous references under "Prescription Difficulties!" Or some physician asks about one of the new synthetics. Look at the long list under "New Remedies!" Or you suddenly need a formula for some troublesome elixir or syrup. Look for the title in the index, and if you do not find it in this particular volume you will in some previous one—all of which shows how increasingly valuable a set of BULLETIN volumes become in meeting the daily exigencies of the store.

One glance at the annual index printed in this number will breed more conviction than any words of ours. Just look it over. For seventy-five cents you



can get a year's volume, minus the advertising pages, bound in a plain but substantial manner. Isn't it worth the price? Or if you live in the country away from bookbinders we will send you a self-binder for 65 cents which will hold a year's numbers, and in which the issues can be fastened as they come in month by month.

If you haven't kept your BULLETINS this year we hope you will see the importance of doing so next. Send for a binder and put each month's copy in as it reaches you. We make nothing on these binders; we sell them at the cost price; and we do so because we are anxious to put you in the way of what we are honestly convinced is "a good thing."

#### OPERA BOUFFE IN PHARMACY.

Two or three months ago Henry P. Hynson contributed an article to the *Pharmaceutical Review* in which, without mentioning names in any instance, he gave a comparative showing of how many square inches of space were occupied respectively in a single copy each of six drug journals by original papers, reprinted matter, editorials, illustrations, and news. By an ingenious bit of synthetic logic that would have surprised clever Sherlock Holmes, the *Druggists Circular* arrives at the inevitable conclusion that "A" and "B" in the list represent the well known weekly and semi-monthly journals published in New York, and that "C" is naught else than the *Circular* itself. Then follows a ruthless comparison of the first two journals with the third, by which it is shown that while "A" and "B" print relatively little editorial, original matter, and illustrations (features which cost money and brains), "C" is particularly rich in all three departments.

Shall we tell it? Shall we? It is too good to keep. The journal represented in Mr. Hynson's list by "C" is not the *Druggists Circular* at all, but the BULLETIN OF PHARMACY! We must bow our thanks to the D. C. for entering into the lists for us and proving such a Knight Errant! The lance was wielded far more effectively than we could have wielded it ourselves!

Thomas Voegeli, the new president of the N. A. R. D., was tendered a banquet by sixty of his friends at the Minneapolis Club upon his return from the St. Louis meeting.

## THE MONTH.

#### THE CONTRACT PLAN.

The chief topic of discussion and interest during the last few weeks in the drug trade has been the direct contract plan, a great advance in the progress of which was registered at the St. Louis convention of the N. A. R. D. in October. The prevailing sentiment has been that of keen satisfaction, but here and there fault has been found arising from misunderstanding. For instance, many retailers, particularly in country districts where full prices are obtained, have not understood why the manufacturers of Peruna and Paine's Celery Compound have seen fit to establish anything except full prices. This aspect of the question is editorially discussed at some length on an adjoining page, and we need not take it up here further than to say that the minimum prices of 83 and 90 cents respectively are not meant to be the *ruling* or *average* prices, but prices beneath which no one may go in the large cut-rate centers where much lower figures have heretofore been the rule. Druggists in every locality are expected and desired to get as much for the goods as they possibly can. "But," say some objectors, "we get \$1.00 for these goods in our town: any one could reduce these figures to 83 and 90 cents, demoralize prices, and still act within their contract rights!" The answer to this is that it is the plain purpose of both manufacturers to correct any such situation by annulling the contracts of demoralizers proceeding in this manner.

\* \* \*

#### THE DRUGGISTS' DUTY WITH THE CONTRACTS.

As a matter of fact, it will be much easier now to maintain full prices in the small towns and country districts than it was before, and for two reasons: The disparity in price between such places and nearby cut-rate centers will not be so great, and the competition therefore not so severe; and the large mail order houses, which have begun to threaten the druggists' very trade in patent medicines, will find it absolutely impossible to handle the goods of the Peruna and the Wells & Richardson companies. Another great advantage that will be conferred by both contracts lies in the provisions made against the use of trading stamps—so far, of course, as the goods of the two manufacturers are concerned. Altogether it is apparent that every retail druggist in the land who has not already



signed the contracts should do so immediately. He should realize that they register a considerable step in advance, that they look towards the further progress of the contract movement, and that, even considered in themselves, they are pregnant with benefit. Finally, every druggist should understand that if he does *not* sign the contracts he will be absolutely unable to buy the goods!

\* \* \*

**THE "ST. LOUIS CLUB" ARRANGEMENT.** Now a few words about the plan of the six proprietors comprising what they are pleased to term the "St. Louis Club." These proprietors are Pierce, Piso, Kilmer, California Fig Syrup Company, Shoop, and the Paris Medicine Co. As our readers know, they adopted at St. Louis a modified contract plan. This we shall understand better if we think of it as a *reënforced tripartite plan*, for it means simply that the goods will be distributed under the existing tripartite arrangement with the supplementary principle that the jobber is under contract to see that they are not supplied to aggressive cutters. The goods will be serially numbered, and it is expected that when they are found in the possession of some cutter it will be possible thus to discover what jobber supplied them, and to proceed against him for violation of contract. The weak point in the plan is that it seems possible for a cutter to get supplies through another individual and then so deface the numbers that tracing will be rendered impossible. However, we need not worry very much about this for the reason that these six proprietors have promised that in case their modified contract plan (or, rather, their *reënforced tripartite arrangement*) fails to prove a success they will adopt the full direct-contract and serial-numbering plan next year. So far as the retail prices are concerned for the proprietaries represented by the St. Louis Club, we may say that these will be arranged in each locality between the manufacturers and the retailers acting in conjunction.

\* \* \*

**NEW YORK TO BE ATTACKED AGAIN.** One of the gratifying developments of the contract movement since the St. Louis convention has been the acceptance of the contract plans of the Peruna and the Wells & Richardson companies by the jobbers of Greater New York. These jobbers have all along been rather indifferent to the N. A. R. D. movement, and their present attitude is all the more significant for this reason. Indeed, it has

been charged more than once that they were hostile to the direct-contract plan; and they relished this indictment so little, and thought it so unjust, that they hastened to be among the first to signify an unqualified indorsement of the action taken at the St. Louis convention. This has inspired the N. A. R. D. with the hope that Greater New York may after all be successfully organized, and it is now announced that Colonel Duble and several assistants will establish a branch office in the city and will at once begin the work of district organization. Two previous efforts have failed within as many years, but the auspices are much brighter now than ever before; and it is certainly to be hoped that Colonel Duble will succeed in the present campaign. Commercially New York is the heart of the nation, and when it yields to control the rest of the country will follow more readily.

\* \* \*

**A GREAT CONTRACT VICTORY.**

While so much interest is centering about the application of the contract plan of distributing proprietaries it is important to note that the Miles Medicine Co. have won a suit in Massachusetts which goes far to give the plan a sound legal fortification. The peculiar feature of the suit was that the defendant was not a cutter who had signed the Miles contract and then violated it. If this had been the case, a victory for the Miles Company would have caused no surprise. On the contrary, the cutter had signed no contract, and had received his goods by indirection. The Miles Company sought to enjoin him from selling these goods in the future and succeeded in securing the injunction. The judge declared:

It is ordered, adjudged and decreed that the defendant, his agents, servants, employees, attorneys and associates be, and they hereby are perpetually enjoined and restrained from procuring in any way any of complainant's remedies, medicines and cures from any wholesale or retail dealer who has executed the said contracts with complainant in violation of same, and from in any way transferring for sale the contents of any of the packages containing the medicines, remedies and cures of complainant to other packages, and from in any way defacing, mutilating or changing any of the packages containing any of the complainant's remedies, medicines and cures.

This decision, rendered in a circuit court of the United States, goes far to fortify the contract plan by preventing even those who do not sign the contract, and who get their supplies by indirect and underhanded methods, from selling the goods.



# EDUCATIONAL STANDARDS IN NEW YORK.

An important conference was held a few weeks ago between the representatives of the New York State Board of Pharmacy and the Board of Regents to establish certain standards in connection with the graduation prerequisite law which goes into effect the first of January. Regarding the twelve regent's counts which are to be demanded as an entrance requirement, it was decided to leave all subjects optional except that of "pharmaceutical mathematics." A special examination in this branch must be taken by every applicant, and it will of course be given by the Board of Regents of the State and not by the various colleges. As we stated last month, and as nearly as the facts can be discovered, the twelve counts represent one year's work in a high school. So far as the question of college standards is concerned, those institutions only will be recognized which conform to these requirements:

Five hundred dollars as the value of the apparatus and equipment; not less than three professors regularly employed in giving instruction; practical work in not less than three laboratory courses, namely, chemistry, pharmacy, materia medica; seventeen years the minimum age for admission to a pharmacy school; twenty-one years the minimum age for graduation from a pharmacy school, together with satisfactory evidences of a good moral character; the minimum course of instruction for any one year must be not less than twenty-five weeks of fifteen hours per week; at least two months must intervene between the closing of the first year and the opening of the second year of the course.

\* \* \*

## THEIR IMPORTANCE.

These standards are of general interest outside of New York State for the reason that the colleges of the country will have to conform to them if they desire their graduates to be eligible for examination in New York. To a limited extent, therefore, the passage of the graduation prerequisite law in the Empire State will tend to elevate college standards all over the country, and this tendency will become particularly apparent as soon as two or three States have enacted such measures. In this connection it is of interest to notice the college standards which were established last month by the Ohio Board of Pharmacy: these are made the subject of editorial discussion on an adjoining page. The entrance requirements are apparently the same in both cases, and, so far as they go, the Ohio standards as to the faculty and equipment are practically identical with those in New York. In one respect the Ohio regulations are defective: they

provide for two college years of not less than twenty-six weeks each, but they do not state the minimum number of hours of instruction for each week. Taken together, the establishment of higher educational standards in two such States as New York and Ohio is full of significance and gratification.

\* \* \*

## THE PREREQUISITE LAW.

Realizing that the prerequisite law means quite a radical change in registration conditions, the New York Board of Pharmacy has probably even exceeded its limitations in an effort to lessen any possible hardship that might grow out of the application of the measure on the first of January. The Board has suspended its by-laws so that any student or apprentice, not yet of age, or not in possession of four years' of experience, may take the examination during December with the understanding that the registration certificate will not be delivered until the age or experience requirement has been fulfilled. Furthermore, if a candidate tries the examination in December and fails, he will be permitted to come up again after the first of the year. Certainly the board is extremely liberal in its rulings; and altogether there is no reason for the clerks and proprietors of the State to complain when it is considered that the law has been on the statute-books about a year without going into effect, and that notice was served three years before its enactment that such a law would be passed to go into force January 1, 1905. For these reasons the reactionary attempt of the druggists in a certain section of central New York to secure the abolition of the measure before it has even been put into application, stands without excuse or palliation. Whether their efforts will succeed remains to be seen: we shall be very much surprised if the more altruistic and progressive druggists of the State will permit any such act of retrogression to be committed.

\* \* \*

## THE JOBBERS' MEETING.

The jobbers had a very successful meeting last month in New Orleans, and took action on several questions of particular interest to the retail branch of the trade. Of most importance in this respect was the decision to support the direct contract and serial numbering plan provided proprietors give a discount covering the additional clerical work imposed by the plan, and provided farther that the contracts are in accordance with the ideas of the



N. W. D. A. It is understood that the Wells & Richardson Co. has increased its wholesale discount to 10 and 5 per cent, and that some concession has also been made by the Peruna people. All three of the alcohol bills now before Congress were approved: One provides for the reduction of the tax to 70 cents; the second for the use of free denaturalized alcohol in the arts; and the third for a rebate on alcohol used in making export goods. Support was withheld from the Mann bill, and instead the Committee on Legislation was instructed to correspond with the membership in an effort to determine the prevailing sentiment on the subject. Uniform credit terms of thirty days net, or 1 per cent for cash in ten days, were adopted unanimously after two or three years of agitation. M. Cary Peter, of Louisville, was elected president; John M. Carey, of Indianapolis, was re-elected chairman of the important Committee on Proprietary Goods; Mr. Holliday will remain vice-chairman of this committee; and New York will be the next place of meeting.

\* \* \*

#### AN INTERESTING SITUATION.

The Owl Drug Co., of San Francisco, has found itself in a peculiar dilemma. The double-barreled controversy which the company had some months ago with the N. A. R. D. and with the organization of clerks will be recalled, and it will be remembered that the employees of the concern went on a strike. Finding it difficult to get others to take their places, the Owl people employed four clerks in Toronto, Canada, agreeing to pay them \$75 a month. The outcome is that the company is now being proceeded against for violating the alien contract labor law, and the recovery of \$1000 is asked for in each case. Inasmuch, however, as the statute makes exceptions for "those belonging to a recognized profession," the defendants will declare that the graduated pharmacists are certainly professional men and that they do not fall under the operations of the labor contract law. The outcome of the case is being watched with much interest.

\* \* \*

#### A NEW NOTE.

Considerable interest has been manifested in a short letter from a retailer published in a recent number of "N. A. R. D. Notes" concerning the "Growing Nuisance" of guaranteeing patent medicines. We quote a portion of the communication:

Why should the retailer tie up a lot of money in patents, sell them on a guaranty, refund the full price paid, and then

wait for the manufacturer to reimburse him with another bottle, thus getting no interest on the money invested and no pay for the time spent in the triple transaction of selling, refunding, unpacking and placing on the shelf the bottle sent to replace the one returned? And some manufacturers disregard claims on the plea that the disease their preparation failed to cure was too difficult or of too long standing. Two personal experiences with one house taught the writer a lesson in guaranties, and he now refuses to guarantee any patent preparation, except those of houses that refund the full price refunded the consumer.

The writer went on to say that the proprietors should refund directly to the consumer, for even when the manufacturer remits promptly and in full the retailer has the trouble and time of a double sale for the profit of one. He thinks some retailers encourage "the pernicious guarantee system under the impression that it creates business—and it does, *for the manufacturer.*"

\* \* \*

One resolution was passed at the St. Louis convention which has largely escaped attention. It dealt with nothing less than the important question of Sunday rest for the druggist, and read as follows:

*Whereas*, The Druggists of the United States recognize the need of a weekly rest day for themselves and their employees; and

*Whereas* most of the States of the Union have laws prohibiting the doing of unnecessary work on the holy Sabbath day; Therefore,

*Be it Resolved*, That we, the delegates to the National Association of Retail Druggists of America in convention assembled in the city of St. Louis, Mo., October 13, 1904, hereby fraternally request all druggists to lessen Sunday business by confining their Sunday trade strictly to "work of necessity and mercy."

That the druggists of the country work too long and too continuously is a truism which does not need argument, and any movement is to be welcomed which looks toward a correction of the evil.

\* \* \*

#### A CHICAGO OBJECT-LESSON.

In a very interesting paragraph on President Avery, of the Chicago Retail Druggists' Association, the *New England Druggist* incidentally relates what this Association has accomplished during the last year or two. The story is a very convincing one, and affords a valuable object-lesson in the benefits of organization:

They secured a rebate on all 5-cent telephone calls which nets the druggists of Chicago an average of \$70 a year each. They raised the retail price of alcohol from 40 to 50 cents



a pint, all over the city. They secured an amendment to an ordinance for the inspection of soda fountains, tanks and containers, exempting all containers of less than 75 gallons capacity. They secured an amendment to an ordinance prohibiting the sale of carbolic acid, so as to exempt the sale of a mixture containing equal parts of carbolic acid, glycerin and alcohol. They defeated an ordinance making it a criminal offence to employ a clerk more than ten hours out of twenty-four. They defeated an ordinance prohibiting the sale of liquors except on prescription. They downed a proposition to charge the druggist \$100 for his liquor license, the tax being finally fixed at \$5. They supported the board of pharmacy's crusade against cocaine selling. They induced the daily press to cease printing sensational articles reflecting upon druggists as a class. They dissuaded many druggists from opening stores in localities already overcrowded. They induced the State board of health to discontinue many prosecutions against druggists.

\* \* \*

#### TO ENFORCE OHIO LAWS.

Ohio has a fairly good anti-narcotic law except that no provision is made for its enforcement. The State Dairy and Food Commissioner believes that a State officer should be appointed to see that this and other similar laws are put into effect, and it seems likely that a bill looking toward this end will be introduced in the coming session of the legislature. It may be, on the other hand, that the laws will be placed for enforcement in the hands of the Food Commissioner himself, this suggestion having been made several times during the last year or two in Ohio. But what about the Board of Pharmacy? Isn't this the logical place to lodge the responsibility?

\* \* \*

"N. A. R. D. Notes" makes the announcement that the World's Dispensary Medical Association has "cut off" McKesson & Robbins for violating its rebate contract arrangement in "shipping Pierce's goods to a mail order house in New York City who in turn shipped them to the big wholesale house in Cincinnati." Doctor Pierce declares that the jobbing house had "guilty knowledge of the final destination of this shipment."

\* \* \*

A number of Pittsburg druggists have been proceeded against for dispensing soda syrups in which benzoic acid, aniline dyes, and salicylic acid have been used for preservative purposes in "such quantities as to make them injurious to the health." It is said that all of these syrups were bought of one house in New York State, and it seems to be understood that the latter will protect the druggists.

It is proposed to change the name of the Drug Trade Club in New York to the "Drug and Chemical Club," inasmuch as the former title is not inclusive enough, and does not adequately represent the character of the membership. The Woodbridge Company expects to erect a sixteen story building in the rear of the present one, and the two upper stories of the new building will be fitted up expressly for the Club. The membership will then be increased from 300 to 400, and the dues from \$40 to \$50.

\* \* \*

The deadlock over the Canadian contract plan still continues between the proprietors on the one hand and the jobbers and retailers on the other. Meanwhile the latter two classes cannot enforce their demand for the reason that the agreement is still short of about 100 retailers' signatures. The *Canadian Pharmaceutical Journal* cannot see why the druggists, knowing which side their bread is buttered on, do not sign the contract at once.

\* \* \*

The druggists of Pittsburg, having had their fill during the past year of the archaic blue laws concerning the sale of goods on Sunday, have gotten the representative of their district in the State legislature to promise that he will introduce a repealing act. Meanwhile a bill has emanated from another source which the retailers do not like for the reason that it fails to give them adequate relief.

\* \* \*

It looks very much as if an effort would be made this winter to enact a law in New York State reducing the number of members on the Board of Pharmacy from fifteen to five, and providing for the election of these, not by pharmaceutical associations, but by the druggists of the State regardless of their affiliations with any organization.

\* \* \*

The Ralph P. Hoagland Drug Co., a firm of wholesale cutters in Boston, failed last month. The assets cover 75 per cent of the liabilities. A surprising development is the discovery that most of the stockholders other than Mr. Hoagland himself were owners of large retail stores in Boston and vicinity.

\* \* \*

Two fake board of pharmacy "inspectors" have been deceiving some of the druggists in Greater New York. They pretend to have discovered violations of the law and threaten prosecution unless their itching palms are scratched.



## A HISTORIC LONDON PHARMACY.

**Its First Proprietor Appointed Chemist and Druggist to George III. in 1788—Royalty and the Nobility Have Been its Patrons Ever Since—It is Situated on the Famous Trafalgar Square, and is Now Owned by Mr. R. S. Starkie, Who Does a Thriving Business.**

The pharmacy conducted by Mr. R. S. Starkie, Pharmaceutical Chemist, 7 and 8 Grand Hotel Buildings, Trafalgar Square, London, was founded in 1788 by Mr. Richard Stringer, who was by Royal letters patent appointed Chemist and Druggist to His Majesty George III.

In 1806 James Starkie came to London from Lancashire, of which county the Starkie family is

now survive. Thereafter he studied analytical chemistry under Prof. Graham at the Birkbeck Laboratory, University College, London.

The original shop, over which Mr. Stringer lived according to the custom of the good old days, stood on the spot now occupied by the buffet of the Grand Hotel, about 20 yards from the present site. In those days it was a rendezvous for people of fashion,



one of the oldest, their crest, a stork, dating back many centuries. He served his apprenticeship under Mr. Stringer. Eventually he succeeded to the business, and he was also patronized by royalty, becoming in turn Chemist and Druggist to Their Majesties, George IV. and William IV. He was succeeded in 1863 by his son, Richard Stringer Starkie, the present proprietor of the business, who qualified as a pharmaceutical chemist in the early days, having passed the major examination in 1848. Of those who passed before him, only three or four

who used to come into the shop to wait for coaches.

The ledgers date back to the period of George III., and contain the names of many of the royalty and nobility connected with that interesting period. Among other customers was the Golden Cross Hotel, rendered famous by Dickens in his *Pickwick Papers*, and in more modern days it has been visited by many men bearing historic names—Napoleon III. among others.

When the business was established, what is now



Trafalgar Square was surrounded by a wooden railing, and the site of the present National Gallery was occupied by stables. Many stirring historic events have been witnessed from this building, none more noteworthy than the funeral procession of Admiral Lord Nelson, which James Starkie saw passing along the Strand to St. Paul's Cathedral. Interesting, too, is the fact that the windows of the shop were battered in, in common with those of other property in the vicinity, during the famous Gordon Riots.

Since these days there has arisen the Nelson Monument (the column of which is seen reflected in the window above the doorway in the illustration), the National Gallery, and most of the great public buildings in this quarter; and Charing Cross has become the recognized center of the city, the point from which all London distances are meas-

ured being only a few yards from Mr. Starkie's shop.

Being in the midst of the London sight-seeing district a great business is done with foreigners, and more diversity of language is heard in this shop than in any other pharmacy in London. The present premises, which have been occupied for 20 years, have recently been doubled in size to keep pace with the increase of business; they have been entirely refurnished and brought up to date in every respect. The fittings are solid walnut, and the electric lights hang from handsome chandeliers, which add greatly to the beauty of the room.

Mr. Starkie, who owns two branch establishments in other parts of London, devotes special attention to the American, Canadian and foreign trade generally, and travelers from all parts of the civilized world are generally to be met in "Starkie's."

## A COUPLE OF CHRISTMAS WINDOWS.

**Attractive and Well Calculated to Sell Goods—Worthy of Being Duplicated by Druggists Elsewhere—  
They Brought Results Last Year; Why Not This?**

The two window displays shown in the accompanying photographs were designed last Christmas by Harry M. Gurry, of Ellsworth, Kansas, and both

first picture, "caught on" decidedly. The background was made of decorated tissue paper arranged on a wood frame. The mountain of snow



proved very successful, attracting much attention and bringing the trade.

The Santa Claus castle window, shown in the

in the center, surmounted by the castle, was constructed of boxes and boards over which cotton was placed, this being sprinkled with frosting. The



castle I built of boxes and cardboard, and painted white with alabastine, sprinkling frosting on while still wet. The effect was very beautiful.

The letters, "*Santa Claus' Castle*," were painted on the outside of the window-glass with a water color made of zinc oxide and gum water. The wreath of holly, barely seen in the illustration, was likewise painted on the glass, the same water color being used with the addition of chrome green and carmine for the green and red of the wreath. Christmas goods were displayed about the window as seen in the photograph.

latter I used corrugated picture backing and pasted over it a rose panel selected from our wall paper stock, finishing at the top and bottom with a piece of picture moulding in gold.

The columns were made by sawing some paper tubes that come in linoleum rolls, down their length, which gave me two half-round sections; these I fastened to the frames, and the "caps" at the top and bottom I had turned out of pine, painting them with alabastine to make them perfectly white. The lattice work was made of white tape and was hung with tinsel Christmas tree ornaments which at night



The placard in the lower left-hand corner of the window bore this legend:

Joyful children are we,  
It makes us happy to see  
The pretty things, that Santa Claus brings,  
For tots like you and me.

This card was of course borne in the hands of a large doll. Over the entrance to the castle was the legend, "*Santa Claus*." Just outside were several deer belonging to the famous inhabitant of the castle. The cotton was placed over the bed of the window and sprinkled with frosting so that a very brilliant snow-like effect was produced.

In the second display, which was used the week following in the same window, the castle was also used, but the environment was considerably changed. I made a good, firm wood frame for the back of the window. As will be seen, two columns at each end supported a frieze at the top. For the

were as pretty as prisms. The colored glass balls hanging below the frieze, and barely seen in the photograph, added greatly to the effect of the brilliant color. The goods used in this display were of the finer quality. The cut-glass articles and the mirrors assisted in making the trim a very brilliant one. As in the other window, cotton was placed over the platform on the window floor and sprinkled with frosting to make it scintillating.

The words "*Merry Christmas*," shown in the upper center of the window, and encircled with a holly wreath, were painted on the window glass itself, as explained in the description of the preceding window display. The card in the front center of the window bore this legend: "*There's Always a Decided Advantage in Early Christmas Shopping. Do Yours Now!*"

Each article bore a price card, which is a great advantage in holiday window displays, and all others for that matter.



## AN ANTI-NARCOTIC LAW.

**The Measure Drafted by Professor Beal and Approved at the Kansas City Meeting of the American Pharmaceutical Association—It Should be Enacted in Every State at the Earliest Practicable Time.**

We have pleasure this month in printing the revised draft of Professor Beal's Anti-narcotic Law approved by the American Pharmaceutical Association at the Kansas City meeting in September. In its original form the measure was provisionally adopted at the Mackinac Island meeting last year after some amendment on the floor, and at Professor Beal's own suggestion was referred back to his committee (comprising Messrs. Beal, Hallberg, and Eberle) for further consideration and modification. The final draft, unanimously approved at Kansas City, is the result of careful thought, wide observation, the advice of many men, an investigation into the nature and success of existing anti-narcotic statutes, and is the handiwork of a skilled student of pharmaceutical jurisprudence and the author of "The Model Pharmacy Law" approved by the A. Ph. A. in 1900, and since then enacted in part or in whole in at least three or four States.

That the Anti-narcotic Law should be used in every State where such legislation is contemplated is apparent, not only because the measure expresses the best wisdom of the hour on the subject, but also because the various State laws should be as nearly uniform as possible in order that one act may not defeat another and nullify both. The narcotic evil is assuming alarming proportions and is fraught with great danger to pharmacy. The druggists of every State, realizing this danger and seeing their duty, should have the Beal draft enacted at the earliest practicable time, even superseding existing statutes in case the latter have failed in practice to measure up to the requirements.—The Editors of the BULLETIN.

### *A Bill*

To provide against the evils resulting from the traffic in certain narcotic drugs, and to regulate the sale thereof.

Be it enacted by the General Assembly of the State of

**SECTION 1.** That it shall be unlawful for any person, firm or corporation to sell, furnish or give away any cocaine, heroin, alpha or beta eucaine, opium, morphine, chloral hydrate, or any salt or compound of any of the foregoing substances, or any preparation or compound containing any of the foregoing substances, or their salts or compounds, except upon the original written order or prescription of a

lawfully authorized practitioner of medicine, dentistry or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or if ordered by a practitioner of veterinary medicine shall state the kind of animal for which ordered, and shall be signed by the person giving the prescription or order. Such written order or prescription shall be permanently retained on file by the person, firm or corporation who shall compound or dispense the articles ordered or prescribed, and it shall not be recommended or dispensed a second time, except upon the written order of the original prescriber for each and every subsequent compounding or dispensing. No copy or duplicate of such written order or prescription shall be made or delivered to any person, but the original shall at all times be open to inspection by properly authorized officers of the law.

Provided, however, that the above provision shall not apply to preparations containing not more than two grains of opium, or not more than one-eighth grain of morphine, or not more than one-sixteenth grain of cocaine, in one fluid-ounce, or if a solid preparation, in one avoirdupois ounce. Provided also that the above provisions shall not apply to preparations containing opium and recommended and sold in good faith for diarrhea and cholera, each bottle or package of which is accompanied by specific directions for use, and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further that the above provision shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers to retail druggists, or qualified physicians, or to each other, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry or veterinary medicine, nor to sales made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations, nor to sales to hospitals, colleges, scientific or public institutions.

**Section 2.** It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or to prescribe for the use of any habitual user of the same any cocaine, heroin, alpha or beta eucaine, opium, morphine, chloral hydrate, or any salt or compound of any of the foregoing substances, or any preparation containing any of the foregoing substances or their salts or compounds. And it shall also be unlawful for any practitioner of dentistry to prescribe any of the foregoing substances for any person not under his treatment in the regular practice of his profession, or for any practitioner of veterinary medicine to prescribe any of the foregoing substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawfully authorized practitioner of medicine from furnishing or prescribing in good faith for the use of any habitual user of narcotic drugs who is under his professional care such substances as he may deem necessary for their treatment, when such prescriptions are not



given or substances furnished for the purpose of evading the provisions of this act.

Section 3. Any person who shall knowingly violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction for the first offense shall be fined not less than \$25.00 nor more than \$50.00, and upon conviction for a second offense shall be fined not less than \$50.00 nor more than \$100.00, and upon conviction for a third and all subsequent offenses shall be fined not less than \$100.00 nor more than \$200.00, and shall be imprisoned in the county jail for not more than six months. It shall be the duty under this act of all judges of the courts of common pleas in this

state, at every regular term thereof, to charge all regularly impaneled grand juries to diligently inquire into and investigate all cases of the violation of the provisions of this act and to make a true presentment of the persons guilty of such violations.

Section 4. In any proceedings under the provisions of this act the charge may be brought against any or all of the members of a partnership, or against the directors or executive officers of a corporation, or against the agent of any partnership or corporation.

Section 5. This act shall take effect and be in force from and after the ——— day of ——— 19—.

## A BEAUTIFUL IOWA STORE.

**That of W. L. Sargent, of Ottumwa—Newly Fitted and Modern in Every Respect—The Wall Cases Provided with Mirrors—Other Novel Features.**

In many respects one of the most beautiful and unique pharmacies in the country is that of W. L. Sargent, of Ottumwa, Iowa. By means of original advertising and business methods Mr. Sargent has enjoyed a large trade for a number of years, but the pharmacy shown in the accompanying illustration was only recently fitted up as it is now seen. The fixtures are all of solid mahogany. The only ornaments are those laid immediately upon the wood, and these are of gold-plated composition. Every shelf in the wall cases is of heavy plate glass seven-eighths of an inch thick, and every section

These tables all have seats that swing under out of the way when not in use. Furthermore, in case the facilities of the six tables are not adequate at any time, there are sliding tables in Mr. Sargent's pharmacy which may be drawn out from each section along the right-hand side of the store. Seating accommodations may thus be provided for 58 people.

An especially novel and pleasing feature is the illumination of the room. This is accomplished in part with 25 Paul Revere art glass lanterns, each containing one electric bulb. These are distributed



has a solid beveled plate mirror for a back. The effect is one of glittering beauty which cannot be even suggested in a photograph.

The soda fountain seen at the left is a double one of Mexican onyx and is 18 feet in length. Adjoining it is the cigar case, and between the latter and the window is the cashier's desk. Down the center of the room are six of the combination ice cream and display tables that have become so popular during recent years. As customers sit and eat their cream, or drink their soda water, they look through the heavy plate glass tops of the tables into the displays beneath of confectionery or other articles.

evenly over the top of the wall cases and the fountain. In the center there hangs from the ceiling two Humphrey gas arc lights, and in the windows are five Lindsey block gas lights. The ceiling for the room was designed by Mrs. Sargent and is of the colonial beam style, the spaces between the beams being covered with a golden colored burlap. The side walls above the cases are covered with light blue burlap.

Mr. Sargent's entire store is a model of compactness and neatness, and there is not one foot of wasted space. His stock is a large one and comprises every branch connected in any way with the



drug business. One section of the wall cases is devoted to the exhibition of Mrs. Sargent's china painting and art work. A special laboratory for chemical analysis and bacteriological work is in charge of Walter E. Frederickson, a graduate of the School of Pharmacy of Northwestern University. The prescription department in the rear is most elaborate, and Mr. Sargent has an office there also.

Mr. Sargent is in many respects a novel advertiser. His red costumed delivery boy has become a conspicuous feature in Ottumwa, and has proved an excellent advertisement. Another feature is the establishment of lawn seats in many shady and convenient resting places throughout the town—seats that the people find very comfortable while waiting for a street-car or sitting down for a pleasant chat.

## AROUND THE CAMP-FIRE.

**Two Mistakes: The First Ends in a Tragedy; the Second in a Comedy—Another Reader Grows Reminiscent and Relates Some Interesting Occurrences of His Apprenticeship Period—Forty-five Grains of Morphine at a Dose!**

### A FRIGHTFUL TRAGEDY.

"Derby Hicks," of Louisiana, relates an occurrence which is about as near tragedy as it is comfortable to approach in real life:

It would be a pity to let the Camp-fire die out for want of fuel, so here is a piece of kindling that will probably prove dry enough to burn, though it has not been cut very long.

I was located in a prohibition town, and, as is the case under such circumstances, there was an ample thirst among the inhabitants just because liquor was not to be had. Whether a druggist wanted to quench this fire or not he was compelled to sell more or less liquor, particularly since the doctors prescribed it quite frequently. One evening a friend, Mr. A., came in for a half-pint of whiskey to use for his wife, who, he explained, suffered from some complaint that made the use of this remedy necessary. I filled an eight-ounce prescription vial with the article desired and handed it to him. As I did so we were standing behind a prescription counter in the rear of the store, and just then I was called to the front door to wait upon another customer. When I returned to the prescription counter again, Mr. A. had gone out of the side door and home.

On my way to the store the next morning I met Dr. D. hastening to the home of Mr. A., but thought nothing particular of the circumstance. What was my surprise and consternation an hour later to discover that Mr. A. had died! His death had been violent, but nothing poisonous could be found in the house.

It developed that Mr. A. had risen early and

made a whiskey sling for his wife, as well as another for himself. She drank her portion, but he threw his away upon discovering ants in it. In a few minutes he returned to the bedroom, grasping his throat and trying to speak, but died very soon later. As she had experienced no ill effects from her dose, his death was very puzzling.

An hour or two later, while discussing the matter with Dr. D. in the store, he mentioned the fact that he had detected the odor of creosote on the victim, but could find no vial about the place that contained the drug. Now it happened that the day before I had made up a half-pint of a mixture of equal parts of creosote, carbolic acid, tincture of aconite, and oil of cloves, this being a stock bottle of toothache drops prepared for sale in small vials under my own label. The mixture, much the color of whiskey, and contained in an eight-ounce vial, had stood upon my prescription counter the day before when Mr. A. and I were there. The doctor's remark caused me to look for this bottle, when, to my horror, I missed it from its accustomed place, and then it dawned upon me what had happened. I explained matters to the doctor, and at once a further search was made at the house, where the identical bottle was found hidden behind a chest in the storeroom back of the kitchen, with about one ounce of the contents gone.

It was plain that when I left Mr. A. at the prescription counter the day before, he had noticed the bottle and thought it contained whiskey. He had intended taking a buggy trip across the country the next day with another man, and had evidently wanted a little something to increase the sociability of the ride. Fearing that I would not



sell him another half-pint, however, owing to the prohibition atmosphere of the town, he had quietly slipped the creosote mixture in his pocket. After throwing out the sling which he had made for himself of the other bottle, and stepping hastily into the storeroom where he had hidden this one, he took a drink and replaced it. He never spoke intelligibly afterwards.

Of course I was terribly shocked, and, although a coroner's jury completely exonerated me, I was extremely nervous for days afterwards.

"WAS HE MAD?"

H. W. Jones, of Richmond, Va., relates this very amusing occurrence:

Having recently become a subscriber to your admirable journal, and having read with a great deal of interest the Camp-fire stories, I will tell one that happened to me very soon after beginning the drug business. While I was still a very green apprentice I was told by the head clerk one day to make up a preparation for the hair, and was instructed to color it with alkanet. The clerk very carelessly tapped on the drawer with his hand as he told me to use alkanet, thereby indicating to me the location of the substance. Unfortunately, however, the red saunders and the alkanet were in adjoining drawers, and of course I got into the wrong place. Unconscious of this, I went ahead and prepared the mixture were nicely, and placed it on the shelf for sale. Much to my delight, I had a call for it that very afternoon, and after having put the money in the till I fancied that I was the real article! But the next day my customer walked in, and perhaps you can imagine my feelings when I saw the effect of my work. I had completely changed his hair from black to a fiery red!

Was he mad? Well, was he?

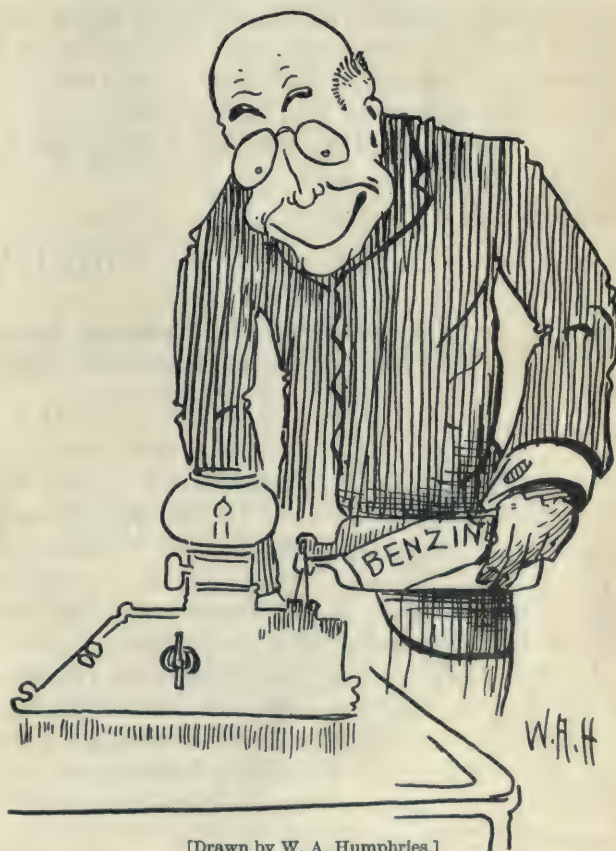
#### SOME REMINISCENCES.

W. H. Leonard, of North Tarrytown, N. Y., is reminded by recent Camp-fire tales of a number of interesting experiences that have befallen him from time to time during his career as a druggist:

Some years ago a child came into my store and asked for five or ten cents' worth of tincture of iron. I affixed to the bottle one of the regular labels for this product which we used, and which read as follows: "TINCT. IRON, MUR." Only a short time elapsed before back came the child, and

informed me that her sister "didn't want any mur (myrrh) in it." It required only a little explanation and she left the store apparently satisfied that there was "no myrrh in it."

On a terribly hot day in the summer, while I was still learning the business, a heavy-weight servant girl of Celtic ancestry came hurriedly into the store. The occasion of her haste was loud thunder denoting the approach of a heavy thunder-storm. She wanted fifteen cents' worth of ammonia. Now it happened that my employer had no "Aqua Ammonia" labels: those he used read "Spts. Hartshorn." Well, I affixed one of these hartshorn labels to the bottle, and off the customer hurried to reach home before the rain should fall. In about fifteen minutes she came back with fire in her eye and proceeded to do me up by giving me distinctly to understand that she did *not* ask for "Speerits of Haightshorn." It was "ammony" she wanted, and



[Drawn by W. A. Humphries.]

#### A BENZINOTAPH.

A druggist whose name was McQueen  
His cigar lighter filled with benzine.

When he lit a cigar,

The store felt a jar.

That's the last that's benzine of McQueen.

—FRANK FARRINGTON.



she certainly was "hot stuff." Of course the proper explanation was forthcoming, and she went home mollified. Suffice it to say, however, that when I started in business myself my labels were printed to read "Aqua Ammonia." There has since been no need for any such distressing scene.

I once had an experience that has remained fresh in my memory ever since. It was during the apprenticeship days of which I have just spoken. A woman came in and asked for 45 grains of morphine and a glass of water! It was contrary to our custom to sell morphine except in the cases of a few confirmed habitués, but even with the latter the nature of this order completely stunned me. I would have refused positively to produce the dose if my employer, who happened to be present, and who knew the woman, had not directed me to give it to her. She called for an extra glass, put *all* the morphine in one and poured the water on from the other, shook it around, and downed it before my eyes! She made a face as though it was bitter, and walked out without a word. Just think of it: 180 doses at one fell swoop and live! That was my first and last experience with such a freak.

I once had presumption sufficient to cause me to

alter a physician's prescription without his knowledge, and I naturally felt it was only right that I should tell him the first time I saw him what I had done. So the next time we met I rehearsed the circumstances and he good-naturedly received my story with approval and remarked facetiously that it was well I acted as I did, since "dead people did not pay their bills." In order that this remark may be understood, it is only necessary to state that he had written  $\frac{1}{2}$  *drachm* of strychnine sulphate, and  $\frac{1}{2}$  *grain* of quinine sulphate, intending, of course, to reverse these quantities.

One morning, at a time of the year when I did not arise at 6:15 o'clock in the morning, there came a ring at my door-bell at just this hour, and the voice of an elderly woman was heard demanding that I hurry and come down at once as she was very anxious to get in the store. I pulled on my clothes in no very enviable frame of mind and hastened to let the importunate customer in. What do you suppose she wanted? *A two-cent postage-stamp!* She remarked that she was very anxious to get the letter off in the first mail, which closed in three-quarters of an hour. Talk of a fellow having a temperature of 150° and upwards! Wow!

## A VIOLET BOOKLET.

**Meant to Push the Sale of Violet Extracts, Soaps, Toilet Preparations, and the Like—A Very Dainty and Promising Conception—Full Details of the Brochure Set Forth.**

By FRANK FARRINGTON.

Of all perfumes, violet certainly has by far the strongest hold on popularity. It sells equally well to people of the most fastidious and to those of the most outrageous tastes. Its name is one to conjure with. Wise is the dealer who uses the word to its fullest extent as a spell-binder.

A bright and attractive booklet on violet extracts, soaps, toilet preparations, etc., can be made, one which will get the attention of the best trade in the city. With the violet as working material one can get up an ad. that will appeal more strongly to womankind than any other.

Below I give the copy for such a booklet and leave it to the dealer to exert himself to make his violet advertisement (if he tries one) the best thing he ever did.

Make the booklet a tall one, the page being about

$2\frac{3}{4}$  by 6 inches, with eight pages and a cover. Print the inside on a light violet paper with a purple ink. Use a good white cover paper of rough stock for the outside; and be sure that the stock and press-work are A1 throughout.

Small cloth violets, such as the milliners use, can be bought for little money. Cut two slits in the cover of each booklet and stick one of these flowers through. A paper flower would do so far as appearance goes, but you will want to perfume the flower with your best violet extract and that would not last on the paper as well.

Imprint the front cover in the upper left hand corner, simply thus:

Sweet  
Violets.



Use the plainest type here and all through the booklet; an eight- or ten-point "Plymouth" is good for the body; but have it plain and avoid all borders and ornaments.

On the back cover put simply this:

"Sweets to the sweet,  
farewell."

(*Hamlet.*)

BLANK'S PHARMACY,  
29 Main St.

Leave the inside cover pages blank. Begin the inside, page 1, with copy as indicated herewith:

#### THE VERY DAINTIEST

of all odors is that of the violet.

It has been an aristocrat among perfumes from the day of its birth in sunny France to the time of its entrance into American society with the clothes of the very daintiest women.

It is an aristocrat among flowers too,—is this European violet with its charm of form and color.

We think our own modest field violet a fair creature, but it must take a second place in the presence of the titled foreigner.

This little booklet is sent to tell you of the various forms in which we have preserved the delicious fragrance of the violet that it may add to the attractiveness of My Lady's dressing table.

"To gild refined gold, to paint the lily,  
To throw a perfume on the violet."

(*King John.*)

On page 2 begin to enumerate the various violet goods that you carry. Give each item a heading and follow with a little descriptive matter, in a fashion something like this:

#### TO YOU

the violet comes in a hundred dainty forms.

We give you here a little description of our different violet specialties.

We shall hope to have a chance to show them to you that you may see how attractive the packages are as well as the contents.

#### VIOLET EXTRACT.

Of all perfumes this certainly is the one which best succeeds in giving to its user that distinctive individuality so desirable in a perfume. Etc., etc., etc.

Follow this with descriptions of such of the following items as are part of your stock, not omitting prices:

Toilet water,  
Violet talcum,  
Toilet powder,

Soaps,  
Sachets,  
Sea salt,  
Lotions,  
Violet ammonia,  
Violet witch hazel,  
Tooth powder,  
Almond meal,  
Face powder,  
Cold cream,  
Smelling salts,  
Violet cachous.

These are all very attractive goods in violet and make pretty packages, which means a great deal in the selling.

At the foot of each page, below the text as I have indicated in the copy for page 1, place in parentheses italicized one of the following quotations:

"When daisies pied and violets blue  
Do paint the meadows with delight."

(*Love's Labor Lost.*)

"I know a bank whereon the wild thyme blows,  
Where ox-lips and the nodding violet grows."

(*Midsummer Night's Dream.*)

"A violet by a mossy stone,  
Half hidden from the eye!  
Fair as a star when only one  
Is shining in the sky."

(*Wordsworth.*)

"Violets dim, but sweeter than the lids of Juno's eyes  
Or Cytherea's breath."

(*Winter's Tale.*)

"Violets plucked, the sweetest rain  
Makes not fresh nor grow again."

(*Beaumont.*)

"Lay her i' the earth;  
And from her fair and unpolluted flesh  
May violets spring."

(*Hamlet.*)

"The breeze upon a bank of violets  
Stealing and giving odor."

(*Twelfth Night.*)

This will make a booklet that you need not be afraid to send to any one. It will be read, probably reread, and in most cases preserved for some time. The perfumed violet on the cover will of itself keep the ad. from being thrown away without notice.

In sending out the booklet, see that you have a good violet window arranged, and if possible have a corresponding display inside the store.

This bit of advertising is meant to appeal to the very best trade and perhaps in some smaller localities would not be profitable, but where there is a fine trade, some or most of which is perhaps going out of town, it ought to bring big results.



# THE PREREQUISITE LAW IN NEW YORK.

**The Act Making Graduation Compulsory—History of the Movement—The Measure Itself—Its Features Explained—The Preliminary Requirement of "12 Regents' Counts."**

By CASWELL A. MAYO, Ph.G.\*

The enactment by New York State of a law requiring that all applicants for registration as licensed pharmacists appearing before the State Board of Pharmacy after January 1, 1905, shall be graduates in pharmacy gives to New York the credit of being the first State in the Union in which such a requirement has been put into force.

## LIMITATIONS OF THE LAW.

The law is somewhat limited in its application, a fact which does not seem to be generally known. The New York State Pharmacy Law provides for two classes of licensees. The lower grade, known as licensed druggists, are not permitted to carry on business on their own account, except in cities having a population of less than 1000, but are permitted to act as assistants anywhere in the State except in Greater New York. The higher grade, known as licensed pharmacists, are permitted to own or conduct stores anywhere in the State. As will be seen by reference to the text of the Prerequisite Act, which is appended, this act does not apply to licensed druggists at all, but to licensed pharmacists only. As a result of this discrimination, the status of assistants will not be affected by this act except in the city of New York, where none but licensed pharmacists are permitted to act as assistants.

## HISTORY OF THE PREREQUISITE MOVEMENT.

The movement for prerequisite legislation by no means originated in New York State. In 1891 the Pennsylvania Pharmaceutical Association adopted a resolution to the effect that "every applicant for State Board examinations should be a graduate of a reputable college of pharmacy and produce evidence thereof before his examination." Eleven years later a graduate prerequisite bill was introduced in the Pennsylvania Legislature, but was defeated.

At the International Pharmaceutical Congress held in Chicago in 1893 a resolution was adopted

favoring the requirement of graduation prior to examination. This resolution was indorsed by the American Pharmaceutical Association in 1894, and a similar resolution was favorably acted upon by the association in 1895. In 1895 a bill requiring that all applicants for examination as registered pharmacist should be graduates of pharmacy passed both houses of the Louisiana Legislature, but was vetoed by the Governor.

A graduate prerequisite clause was incorporated in a proposed pharmacy law in New Jersey some six years ago, but the clause was stricken out before the measure was presented to the Legislature. No doubt other legislation along this line has been proposed from time to time, but the instances named are the only ones that occur to me.

## THE EFFORTS IN NEW YORK.

In the State of New York the matter appears to have been first brought to public attention by a resolution presented at the Rochester meeting of the New York State Pharmaceutical Association in 1893. This resolution provided that in the all-State pharmacy law, then being prepared with a view of securing the consolidation of the three existing boards of pharmacy, there should be incorporated a provision making graduation from a college of pharmacy a prerequisite to examination for a pharmacist's license. This resolution was vigorously debated, but was finally voted down. The matter was again brought before the association in the address of the president at the Albany meeting in 1899, and the sentiment in favor of the law had evidently gained in strength, since the resolution in favor of such a law was voted down by a small majority only, and much bitterness was developed between the opposing factions. At the Newburgh meeting, held in 1900, a resolution was finally adopted to the effect that an effort should be made to secure legislation on the subject with a view of having a law go into effect January 1, 1905.

At the meeting held in Utica in 1903 a special committee was instructed to prepare a bill providing that all candidates for examination by the Board of Pharmacy should present a diploma from

\*Read before the Section on Education and Legislation of the American Pharmaceutical Association at the Kansas City meeting, September 8, 1904.



a school or college of pharmacy requiring a preliminary examination in subjects designated by the Board of Regents of the University of the State of New York equivalent to twelve regents' counts. This committee, after consulting with the Board of Regents, and in deference to their expressed wishes, omitted from the draft of the bill prepared by them any mention of the number of regents' counts required, it being customary to leave this matter in the hands of the Board of Regents themselves. This bill was introduced into the Legislature, but in the meanwhile another bill was introduced independently, providing for the enactment of a prerequisite clause and naming twelve regents' counts as being required of licensees, but without specifying as to whether the regents' examination should be taken prior or subsequent to the course in pharmacy. The introduction of this measure complicated matters somewhat, but after consultation the two measures were practically consolidated and a bill was passed in the form presented below:

#### AN ACT

to amend Chapter six hundred and sixty-seven of the laws of nineteen hundred entitled "An act to amend the public health law and the acts amendatory thereof, in relation to pharmacy, and repealing certain sections thereof."

The people of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. Subdivision six of section one hundred and ninety-four of chapter six hundred and sixty-seven of the laws of nineteen hundred is hereby amended so as to read as follows:

"Subdivision 6. Except as specified in a preceding section no person shall be granted a license as a licensed pharmacist until he shall have made written application to the board, setting forth by affidavit that he is of the age of twenty-one years or upward, that he has had at least four years' practical experience where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, of which experience one year must have been within the five years last preceding the date of such application in a pharmacy or store in the United States under the personal supervision of a licensed pharmacist, and until he shall have presented to the said board the diploma of any pharmacy school, college or department of a university maintaining a two years' course in pharmacy, and upon the request or with the approval of said board registered by the regents of the University of the State of New York as legally incorporated and as maintaining a proper pharmacy standard, provided such pharmacy school, college or department of a university shall require as a condition for entrance a satisfactory examination in subjects designated by said regents of not less than twelve regents' counts or an educational equivalent acceptable to said regents, and until he shall have paid such license fee as is fixed by said board, not exceeding the sum of \$10, and until he shall have passed an examination satisfactory to said board for the granting of such license;

provided, however, that in place of the diploma above provided for the said board may in its discretion accept the certificate of the Board of Pharmacy of any other State, issued prior to January first, nineteen hundred and five, showing that the person to whom said certificate was issued was upon an examination equivalent to any examination conducted by the said board licensed or otherwise authorized to practice pharmacy in the jurisdiction of the Board of Pharmacy issuing said certificate."

This act shall take effect January first, nineteen hundred and five.

#### EXPLANATION OF THE MEASURE.

The law will not disqualify from examination by the Board of Pharmacy candidates who now hold diplomas, for it will be observed that it provides that a candidate for examination before the Board of Pharmacy must be a graduate from a pharmacy school maintaining a two years' course in pharmacy, provided such school or college "shall require" as a condition for entrance a regents' examination of at least twelve counts, or "an educational equivalent acceptable to the regents." It will be noted that the law does not read "required," but "shall require."

The new law will not bar candidates from colleges or schools outside of the jurisdiction of the New York State Board of Regents, as the measure leaves to the Board of Regents the decision as to whether the entrance requirements of a college or school outside of New York State are an "educational equivalent" to the twelve counts specified in the prerequisite clause.

Furthermore, the Board of Pharmacy is authorized to accept, in lieu of a college diploma, a certificate issued to a candidate by any regular State Board of Pharmacy, showing that the candidate was authorized to practice pharmacy in the jurisdiction of the board issuing the certificate.

The Board of Regents is now engaged in collecting data as to the entrance requirements and curricula of all schools and colleges of pharmacy both in this country and abroad, so as to be in a position to judge what schools or colleges will come up to the required standard.

#### THE PRELIMINARY REQUIREMENT.

The meaning of the term "twelve regents' counts" as used in the New York law is somewhat vague, as it might be possible for applicants of foreign birth to pass an examination before the Board of Regents which would entitle them to twelve counts without having a working knowledge of English. No doubt this danger will be obviated by the establishment of suitable regulations by the Board of



Regents somewhat similar to those established under the law enacted in 1895, which required medical students matriculating prior to January 1, 1896, to present regents' pass cards for twelve academic counts, representing one year of academic work; twenty-four counts for matriculants prior to January 1, 1897; and forty-eight counts, representing a full high school course, for medical students matriculating after that date.

Since the graduate prerequisite law for pharmacists uses the same terms which appeared in the medical act, it will no doubt be construed in the same manner as they were construed under that law. It is also reasonable to assume that the qualifications now required for pharmacists prior to matriculation do not represent the final step, but rather the initial step toward the requirement of still higher qualifications to be provided for in future legislation.

While this law received the formal approval of the State Pharmaceutical Association, it is quite probable that even now if submitted to a popular vote of all the pharmacists of the State it would be defeated. Notwithstanding this fact, the law will undoubtedly be lived up to, for the opposition to it is for the most part passive, while the enforcement of the law will lie in the hands of those persons who have been most active in securing its enactment and

who can, therefore, be depended upon to see that the law is made effective.

#### ANTICIPATORY EFFECT OF THE LAW.

In the four colleges of pharmacy in the State of New York the number of students who matriculated up to September 5 was considerably in excess of the number matriculating during the previous years. This showing indicates that the law is being taken into consideration by prospective applicants for registration, but it is rather interesting to note that the relative excess of matriculants is very much larger in one of the colleges which will require students matriculating now to complete their course at once than in some of the colleges which will allow students to matriculate now and take up their studies later. It should also be noted that the number of students matriculating at the colleges of pharmacy throughout the United States is reported as being rather larger than what may be considered normal. This abnormal increase is no doubt due in part, at least, to the prosperous condition of the country generally, but the enactment of the prerequisite requirement in the State of New York and the agitation looking toward the enactment of similar laws in Pennsylvania and other States have no doubt had some effect in bringing about this increase in the number of matriculants.

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## A METHOD OF TAKING STOCK.

**It is Better to "Write Up" All the Articles First, and then Add the Quantities on the Day When the Inventory Proper is Taken—Time is Thus Saved—Other Advantages.**

By J. H. SANFORD,  
Stockton, Cal.

The taking of stock, so important as this work is, is often neglected. The size of the task can in some measure be regulated by the way the job is done. The common method of having books and entering the names of articles and amounts as the work goes on may be the easiest way to start, but I have found that it is not the easiest way to finish, nor is the finish so satisfactory as by another method.

My plan is to get everything classified so far as possible, and get the writing up of the stock all done before the actual stock taking begins—that is, all the data except the actual amount of the stock is recorded on the sheets, and then the actual taking of the inventory involves the writing down of only the quantities on hand, the names, locations and

prices of the articles having already been recorded or "written up," as I term it. The blank form shown here will give at once an idea of the data that should be entered on the inventory; also what the inventory will show when finished.

#### LOCATION OF THE STOCK.

First decide the location of all stock before beginning to write it up. After this is done allow no stock to be moved from its location until all the writing is done. Locations should be designated by divisions, sections, drawers and cupboards. If all the stock is in one room there will naturally be but one division, but if several rooms are used for stock each room should be given a division letter,



as A, B, C, etc. In each division the subdivision, say 3 to 6 feet of running space, should be designated as sections 1, 2, 3, etc. These section numbers should be continuous from one room to another, thus avoiding duplicate section numbers, which would lead to confusion.

A fly-leaf should be attached to the front of the book of entry, and on it noted what ground each division covers; also a list of section numbers can be stamped by a small steel die at some point on the furniture where it shows little, but can be found readily. In the cellar or back room cut pieces of blackened tin, say  $1\frac{1}{2} \times 3$  inches, and paint the section numbers on with white paint; these can be tacked upon each section. When done once it is done for all time. When the section is noted it is an easy matter to locate any item in the shelf or drawer of that section.

THE HOLDEN DRUG CO.

INVENTORY

Sheet No. 734 Div. \_\_\_\_\_ Sec. \_\_\_\_\_ Class \_\_\_\_\_ Examined by \_\_\_\_\_

Called by \_\_\_\_\_ Printed by \_\_\_\_\_

Entered by \_\_\_\_\_ Extended by \_\_\_\_\_

| No. | Section | Quantity | Description | Price | Extension |
|-----|---------|----------|-------------|-------|-----------|
| 1   |         |          |             |       |           |
| 2   |         |          |             |       |           |
| 3   |         |          |             |       |           |
| 4   |         |          |             |       |           |
| 5   |         |          |             |       |           |

Form used on Inventory Sheet. The sheet is of full letter size and has 28 numbered lines on it.

From the sample inventory sheet it will be seen that the sheets are consecutively numbered. This is done to guard against the possible loss of sheets. Each sheet being numbered makes it easy to know that all given out are returned either written up or blank.

The writing up of the stock may require several weeks. It is a good plan to leave either at the top or the bottom of each sheet a couple of blank lines for stock that might be out at the time of the writing up. A good plan to keep sheets in order while writing is to have a couple of perforations at the left hand margin; then the sheets can be held in place on a piece of stiff cardboard with a couple of small brass paper fasteners. The stiff pasteboard gives a good writing support and keeps the sheets even and clean.

When a division is all written up the sheets covering it should be kept exactly in the order in which they have been written. When the writing up of the stock is completed each division will be together and the sheets of each division will show the run of stock in regular order.

Cases away from the wall or in the center of the room should each have a separate section number.

#### WHEN STOCK-TAKING DAY COMES

there is nothing left to do but for one to call the quantity of each article and for another to enter this opposite the name of the article, which has already been written up. If the writing has been careful and systematic the work of actual stock taking will be rapid and easy. As the sheets belonging to each room are together, several sets of two men can be working in several places at the same time.

Many lines of stock can be counted and stock tickets put on a few days before the final entry is made on the inventory sheet. The counting can be done by boys or help around the store that could not do more responsible work. If sales are made from counted stock these should be noted on the slip attached.

Another great advantage in having the stock written up before the actual taking is that all of it can be priced beforehand. This leaves nothing but the extension of prices and additions after stock taking day. The inventory thus made shows the exact location of every item. What is in each room is known as well as its value, which may be very valuable in case of fire and the consequent adjustment of insurance.

The sheets may be all bound in book form or held

|               |            |          |          |          |
|---------------|------------|----------|----------|----------|
| Div. _____    | Sec. _____ | S. _____ | D. _____ | C. _____ |
| Article _____ |            |          |          |          |
|               | 1 oz.      | 4 oz.    | 8 oz.    | 1 lb.    |
| Cost _____    | Sell _____ |          |          |          |

Form used on the Card-Index. The card used is larger, being the standard library card index size.

together with strong twine; an index will show on what page a certain item can be found, and here again the exact location of each item is noted.

#### THE CARD INDEX CATALOGUE OF STOCK.

From the above invoice book the entire stock can also be easily indexed by the card system. These cards may be classified and cased, or they can be copied into a price-book in strict alphabetical order.



A well arranged card index of the stock will do away with price-books and catalogues. A sample of the cards we use is shown herewith in reduced size. We use the regulation library index card. The card index affords every advantage as to strict classification, as it can be extended, added to, and divided to meet any and all emergencies. With proper printed forms on the cards they will record all needed data as to cost, selling price, etc. Cards

of different colors may be used for different classes of stock.

I hope that I have made my plan of stock taking clear, as it has been a great help to me, and it may prove of some assistance to others.

Some one else may have a better way or could improve on this one; if so, he should not hide it, but let the rest of us profit by his knowledge.—  
*The American Druggist.*

## QUESTIONS OF THE HOUR.

**Druggists Declared to be Poor Advertisers—The Mann Bill Condemned—Better Prices for Prescriptions Urged—Dose Labels for New Remedies Recommended.**

By W. H. BURKE.\*

There is no doubt that pharmacists are very backward in exploiting the professional side of the art of pharmacy. They play a waiting instead of a pushing game. The tendency is to let the medical profession and the laity find out for themselves that we are qualified and equipped to discharge our duties, rather than forcibly to remind them of it. This condition undoubtedly emanates from an innate sense of modesty on the part of pharmacists. Whatever its source, it must be condemned. This hurrying age is not one calculated to bring you and your attainments into prominence without aggressive effort on your part. A Russian count traveling in the United States made the statement in the early part of the year that one trouble with the Russians was that they were

that you are possessed of the requisite skill and that you work only with the most carefully selected materials, than it is for a foreigner to do it. The development of this ability on the part of the retail pharmacist—to impress the medical profession with his preparedness to supply most of the preparations and mixtures necessary to use in the practice of the healing art—is second only to the knowledge, skill and practice necessary to make a pharmacist.

### DOSE LABELS FOR SYNTHETICS.

Very few of the synthetic remedies on the market to-day have the doses printed on the label. We are unable to see why this should be so, and believe that the adoption of a dose label would be gladly welcomed by the busy pharmacist, who cannot always find the literature giving the necessary information.

The number of new remedies does not seem to decrease; but the number that obtain a successful and continuous sale is not so large. There must be some consolation for us in the fact that the selection of the useful and the salable, and the avoidance of the "dead ones," requires the display of considerable knowledge and judgment. We must all realize that if we had quinine, calomel and potassium iodide as the sum total of medicaments, every pharmacist in the land would have a complete stock and be an expert dispenser.

### THE MANN BILL.

The fact that a great many of the new remedies come from abroad, as patented chemicals, some of which are exploited in this country at a price much higher than can be obtained in the countries from which they come, has influenced pharmacists in

### POOR ADVERTISERS.

I think that this same accusation can well lie against pharmacists. In the past few years we have noticed that there has been a tendency on the part of a few followers of the art to extricate themselves from this rut, and it has invariably been followed by success.

We must adopt the same means to exploit our skill and our products that the successful manufacturing houses have used, and improve upon them if we can. The fact that the manufacturing pharmacist must exploit his products a long distance from home places him at some disadvantage. It is a much simpler problem to convince medical men

\*Portions of the address of the Chairman of the Section on Practical Pharmacy and Dispensing, read at the Kansas City meeting of the American Pharmaceutical Association in September.



America to seek relief through an amendment of our patent laws. One of the most forcible arguments used is "that these products secure greater protection here than they can get at home." The remedy offered for this condition is that embodied in the so-called Mann bill: the granting of a patent on the process only. Now this would give very little protection to the manufacturer in this country, although it affords a pretty good protection in Germany. There, every man who markets a product similar to something already on sale must prove that his process is different. Here, as you know, the burden of proof would be on the original inventor; he would have to drag the imitator into court and prove that his process had been infringed—a very difficult and almost impracticable thing to do.

#### IT WOULD FOSTER SECRECY.

The A. Ph. A. has always opposed secrecy in medicinal compounds. The creators of new chemical compounds, or some of them at least, finding that the patent laws no longer afforded them protection, would undoubtedly follow the example set by the proprietary medicine men and market their products without obtaining patents, depending entirely on the trade-mark to protect their interests. As you well know, this trade-mark would last for all time; and it may therefore well be doubted whether it would not be wiser to grant immunity to an inventor for seventeen years rather than force him to continue his exactions forever. We must all admit that there is as much antikamnia sold in the United States to-day as there is of phenacetin. We must also admit that there is at least as large a margin of profit for the manufacturer, and we must appreciate the fact that the year 1906 will bring with it no relief from the present price in the one case, while it will bring absolute relief in the other.

We admit that a great many of these chemical products are valuable; we know that they require a great deal of research; it cannot be denied that the education of the medical and pharmaceutical professions in their uses requires the expenditure of vast sums of money, and we must expect the inventors and their financial backers to recoup themselves for this outlay.

This is not the place and time for an extended discourse on product patents, and these few remarks are only offered here in order that proper study and consideration of the matter may be made before final conclusions are reached.

#### ARE WE POSTED?

The question might be well asked, Do we scan the chemical and pharmaceutical field as closely as we should? Do we watch the introduction of the new preparations as they are brought out? How often are we asked for information about some new drug or preparation that we cannot recall ever having heard of before? It is no easy task to anticipate the wants of our clientele; but by referring to the advertising pages of some of the medical journals; by having our names placed on the mailing lists of the various agents for chemicals, as well as the manufacturing pharmacists; and by a careful perusal of the pharmaceutical journals, we can generally be prepared to say "Yes" when those things are asked for.

#### PRICING PRESCRIPTIONS.

Does the average pharmacist use the very best judgment in pricing prescriptions? Before answering this question, it would be well for us to compare the practice in vogue in pharmacy with the charges made by the medical, dental and legal professions. We are familiar with the great range of prices that obtains in medicine. We know that the capable, educated and successful practitioner ignores the fee tendered to and accepted by his less skilful and capable brother, and demands fair and reasonable pay for his services. In dentistry we note a similar condition. There are dentists that demand five dollars an hour, and there are others who will work for one dollar an hour. In law a still greater difference is to be found, one lawyer demanding one hundred dollars a day and another willing to accept five dollars a day. Let us turn away from the professions to see what practice prevails in commercial callings. We are all familiar with hotel charges. We know that some are willing to keep us for five dollars a day, while others are glad to get us for one dollar a day. The milliner and the dressmaker fix their charges proportionate to the skill and experience possessed, and the reputation enjoyed in the community in which they live.

I think we all appreciate the fact that no such differences in price characterize the charges of pharmacists. Although the capable and careful dispenser, who furnishes a service that is worth a great deal more than that of his neighbors, realizes that he is placing too low a valuation on his own professional skill, he is extremely slow about raising his fee. It may be that the pharmacist hesitates to exact his



just dues from suffering humanity. If this is the case, we must admit that it is a mistake, for that portion of the race unable to provide themselves with medical attendance and drugs are provided for by the community as a whole, in the various hospitals, sanitariums and retreats maintained by the people,

and to whose support the pharmacist must contribute his share, which is all that can be reasonably expected from him. Whatever the reason, it is to be hoped that we will ponder over this phase of our calling until we get as much gumption as ordinary tradesmen possess.

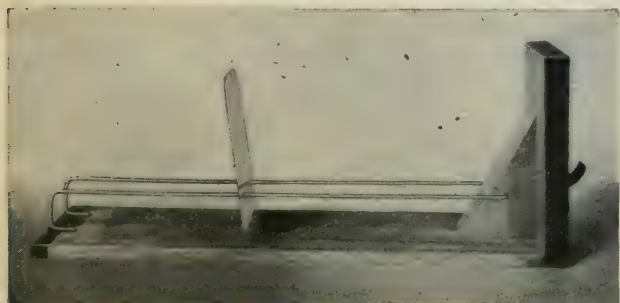
## A NEW PRESCRIPTION FILE.

By M. I. WILBERT,\*

Apothecary at the German Hospital, Philadelphia.

The most desirable method of filing prescriptions is so largely a matter of personal opinion that I feel justified in bringing to your attention a device that we have had in use for several years, and that appears to have some novel and practical features to recommend it.

The essential features of this device consist of



what is practically the front and bottom of a drawer reinforced at the joint by means of a block of wood that also answers as a hinge for the double-wire support or file proper. This file is made of a heavy piece of spring wire that is bent so as to form two guides or supports for holding the prescriptions in place.

This wire is hinged at the closed end in the wooden block, fastened to the front of the drawer, and at the open or free ends is bent over, and the ends are securely held by means of a strip of metal fastened to the bottom of the box or drawer.

The prescriptions are numbered at the bottom by means of an automatic numbering machine, and are perforated at the top by means of a suitable punch. When arranged on the double wire constituting the file they are in the best possible position to be readily looked over or referred to.

The individual files are about 40 centimeters (about 16 inches) in length, and are large enough to hold 3000 prescriptions each.

The files or drawers are arranged in a cabinet holding eighteen of these files, in three rows of six each.

Each drawer is labeled on the outside with the numbers corresponding to the prescriptions that it contains, and the drawer suspended in the cabinet, *bottom side up*, so that the prescriptions, hanging as they do from the guides or supports, do not develop any tendency to curl or to become dog-eared.

When it is desired to refer to any particular prescription, the drawer or file containing it is removed from the cabinet and placed in the reverse position



on the top of the case. In this position the numbers are readily passed in review, and when the proper prescription has been found, the position it occupies may be marked by turning down ten or a dozen of the prescriptions immediately following. Three, four, or even more, of the prescriptions may be marked in this way, and all will readily readjust themselves again on turning the file over prepara-

\*Read before the A. Ph. A.



tory to replacing it in the slide intended for it in the cabinet.

While I am not willing to assert that this device will prove to be the most desirable prescription file

under all conditions, I am so well pleased with the experience that we have had with it that I feel I can unhesitatingly recommend it to any one whose needs and wants are at all approximate to ours.

## IMPROVED PROCESS FOR SOLUTION OF MAGNESIUM CITRATE.

By EMILE BRUNOR, *Phar.D.\**

In view of the present revision of the United States Pharmacopœia, the writer would suggest a new method for preparing the solution of magnesium citrate so as to make it more palatable and stable.

As it is now, its most marked defect is the precipitation which occurs very often after the lapse of a few days. According to one authority this is caused by the presence of calcium salts in the magnesium carbonate used in the manufacture of the solution.

Another writer suggests that the solution be sterilized to prevent the growth of fungi, which are said to be the cause of this sediment.

Still another claims that if the bottles are not hermetically sealed, some of the salts will be thrown out of solution.

While these theories are plausible, they do not simplify a process which is still twenty years behind the times.

The writer has often observed that when the sugar, acid and magnesium carbonate are mixed with hot water, so as to save time, the cold filtrate shows the presence of quite a large amount of grape sugar, which is probably formed by the inversion of the cane sugar employed. This is possible owing to the action of the citric acid on the sugar in the presence of heat.

The action of potassium bicarbonate has never been questioned, probably because it has never disappointed in carbonating, yet the tendency to use too much of it exists, in which case it either creates a double decomposition or causes the bottles to burst.

The improvement suggested consists in preparing a concentrated solution of magnesium citrate, adding the simple syrup, and filling the bottles with carbonated water. The following formula has given the best satisfaction:

|                             |         |
|-----------------------------|---------|
| ℞ Magnesium carbonate ..... | 15 Gm.  |
| Citric acid .....           | 27 Gm.  |
| Oil of lemon .....          | 1 drop. |
| Simple syrup .....          | 60 Cc.  |
| Hot water, q. s.....        | 90 Cc.  |
| Carbonated water, q. s..... | 360 Cc. |

Dissolve the citric acid and magnesium carbonate in enough hot water to make 90 Cc.; drop the oil of lemon on the magnesium carbonate before it is added to the citric acid solution, and when the reaction is completed, filter.

This concentrated solution of citrate of magnesia will keep for a month or more if it is kept on ice and put in completely-filled sterile bottles.

To make a bottle of solution use 90 Cc. of the concentrate, add 60 Cc. simple syrup, then add a sufficient quantity of carbonated water, or so-called soda water, to make 360 Cc.

It is imperative that the carbonated water be very cold when poured into the bottles, as it is then fully charged and retains its pungency longer. The writer fills his bottles from the tap or draught of the soda fountain, that being the most convenient way. It will be noted that by dispensing with the potassium bicarbonate a saving of 3 Gm. of citric acid is effected, which also makes the product more palatable.

A fine flavor can be imparted to the solution by using the freshly-grated lemon peel.

As a novelty in aperient waters, the concentrated solution can be flavored with freshly-grated orange peel and sold as a laxative or orangeade, or a small-sized siphon can be filled with either flavor in the following manner: The air is exhausted in the siphon; a moderate vacuum is needed, such as can be produced by the mouth, and the concentrated solution mixed with the syrup is introduced by dipping the spout in the solution and opening the valve. The siphon is then filled with carbonated water in the usual manner.

It would be desirable to have this method introduced in the U. S. P. as an alternate process to be used by those pharmacists who possess a soda fountain.

\*Read at the fifty-second annual meeting of the American Pharmaceutical Association, held at Kansas City, Mo., September, 1904.



## LETTERS.

### THE BERINGER ARISTOL CONTROVERSY.

To the Editors:

In response to a notice inserted in several of our pharmaceutical journals relative to certain analytical results obtained by an A. Ph. A. committee\* appointed to examine some samples of dithymol-diiodide which were submitted by Mr. Gane at the Mackinac meeting, I wish to reiterate my statement published in the *Pharmaceutical Era* of 1903, page 624, with the following additional matter:

About two years ago I had occasion to examine a large number of specimens, in original containers, labeled Aristol and Dithymol-diiodide. Some of these labels gave the name of the manufacturer, while on the majority there was no indication as to the identity of the maker. Small samples were then taken from the original containers and placed in boxes which were numbered for identification but did not bear the names of the manufacturers, as these names did not play any part in the examination to follow. These samples were turned over to my assistant for analysis. Among them were about 30 samples, which from their composition may be divided into two classes, the one being designated as adulterated (that is, they consisted of mixtures of ferric oxide with zinc oxide, calcium carbonate, starch, etc., with or without the thymol derivative), and the other class consisted of dithymol-diiodide which showed evidences of imperfect manufacture indicated by the presence of ash and ether-insoluble matter (the properly prepared article leaving no weighable ash and being completely soluble in ether).

Two or three of the original boxes containing these samples and picked at random from the lot, without regard to origin, were marked in red ink with the figures obtained in the analysis. The numbers on the boxes, many of which had become almost obliterated through handling, were the means of identifying the original boxes, and in this manner numbers and markings of the samples were confused and figures were written on the boxes which belonged to others. It was never my intention to publish the names of the makers in connection with the analyses, hence names and figures were never verified; my only point was to show *what* was being sold under the name of dithymol-diiodide. It was

unfortunate, and I regret that Mr. Beringer's sample was among them. I disclaim any intention of injuring or reflecting on him or his product, as *I never stated to anyone or anywhere that his sample was adulterated.*

However, I did and do still maintain that the samples of Mr. Beringer show evidences of imperfect manufacture, and I refer those who are interested in the matter to my former statements and figures (*Pharmaceutical Era*, 1903, 624). These results are now practically confirmed by the analyses of the committee, which show that the two samples of Beringer's dithymol-diiodide contained 2.19 and 3.02 per cent of ash, and 5.16 and 12.95 per cent of ether-insoluble matter; and as pure dithymol-diiodide, a surgical antiseptic, should leave no weighable ash and should be completely soluble in ether, and above all should be of uniform composition in order to give uniform results in the hands of the surgeon and physician, I repeat that impure articles containing 2.19 and 3.02 per cent of ash and 5.16 and 12.95 of ether-insoluble matter, and differing so widely in their composition, are dangerous preparations.

VIRGIL COBLENTZ.

New York City.

### AN OBJECT-LESSON TO CLERKS.

To the Editors:

Enclosed please find \$1 in continuation of my subscription to January, 1905. After November 1, I shall be pleased to receive the BULLETIN at my new address—care of the Orrine Company, Washington, D. C., where I go to accept the management of this company's advertising. If you will refer to the letter from me printed on page 164 of the April BULLETIN for this year, and given by you at that time the title of "He Has the Right Kind of Stuff in Him," then read the enclosed newspaper clipping, you will see that I have taken your implied advice and kept on digging harder every day.

A little over two years ago I was employed in a drug store at \$5 per week. It was there that I received my inspiration from the columns of the BULLETIN OF PHARMACY. I began to dig and see if I could not make more of myself than a clerk; especially did I work in getting up window displays, attractive signs, etc., and in pushing the business in every way that I could think of.

The long expected raise came quickly, then a better position, some one else got his eyes on me and then a still better place, and so on until I started the

\*See page 407 of the October BULLETIN.



H-G Art Co. to work solely in the advertising business. Not long afterwards Mr. Mertz, the general manager of the Orrine Co., was attracted by the interest that I manifested in my work, and the little clipping will tell the balance of the story. The position offers an excellent salary.

I thank you heartily for past favors and remain a strong friend of the BULLETIN.

C. C. GREEN.

Dayton, Ohio.

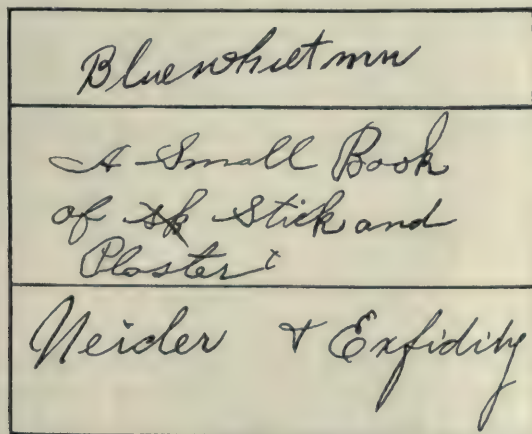
The newspaper clipping to which Mr. Green refers, and which embodies the portrait of a very "clean" and bright appearing young man, is as follows:

Charles C. Green, of the H-G Art Company, a well known advertising concern in this city, leaves in November to accept a fine position with the Orrine Company, Washington, D. C., as advertising manager and assistant general manager.

The position came as a surprise to Mr. Green, but is a result of his successful work along the advertising line. It will be remembered that Mr. Green formerly looked after the advertising for John M. Miller, the druggist, but later organized the H-G Art Company, in partnership with D. B. Hassinger, a well known artist of New York City, engaging in a business that had never before been taken up in Dayton. With their progressive and wide-awake methods in advertising they established an elegant reputation. Mr. Hassinger will continue the business as an art shop. Their many friends wish them continued success.

### SOME ORIGINAL SPELLING.

The interesting specimens of illiterate orders shown in the accompanying illustration have all been received from BULLETIN readers. The first, from Theodore J. Pelican, of Chicago, Ill., represents a



heroic and not altogether successful effort to spell blue ointment. The second, from W. R. Montgomery, of Hawkesburg, Ontario, is self-explanatory, albeit rather unusual. The third, sent in by Charles

V. Anderson, Ph.G., of Lindsay, Nebraska, shows a very funny method of writing "nitre and asafetida."

### FROM NEW ZEALAND.

To the Editors:

The enclosed letter, just received from New Zealand, shows that the interchange of advertising ideas in the BULLETIN is appreciated and made use of in other countries as well as this. I thought you would be interested to see it. Please return it and the accompanying money order.

CHARLES J. FUHRMANN.

Washington, D. C.

The letter which Mr. Fuhrmann enclosed is as follows:

THE ENGLISH PHARMACY,  
252 Queen Street.

AUCKLAND, NEW ZEALAND, September 6, 1904.

Charles J. Fuhrmann, Esq., Washington, D. C.:

DEAR SIR—Being a subscriber to the BULLETIN OF PHARMACY, and seeing your matter in the August number, I take the liberty to ask you if you would mind sending me a copy of your four-page

The image shows a money order form from New Zealand. It is dated September 6, 1904, and is for the sum of \$5.10. The payee is the Post Office at Washington, D.C. The form includes a section for the amount in words and figures, and a section for the signature of the issuer, Charles J. Fuhrmann.

folder entitled "Talk on Prescriptions." I enclose money order for one shilling, equal in your money to 25 cents. If you could send me any other advertising matter I would esteem it a favor.

Very truly yours,

WALTER LITTLE & Co.



## MORE SHOW CARDS.

To the Editors:

I am sending you a photograph of some window cards which I used in connection with a recent display. As I received the inspiration from the article in the April BULLETIN by Harry M. Curry, page 152, I submit these specimens of my own to the



same medium. This line of work is new to me, as I never made a show card previously to reading Mr. Curry's article. I can now appreciate the value of such cards, however, for an increase of sales of our own goods has been decidedly manifested.

We never make a window display now without window cards, price tickets, etc., and we also use them in our interior store displays.

I trust my experience may prove some incentive to other clerks.

JOHN J. COLLINS.

Lewiston, Maine.

## PRELIMINARY REQUIREMENTS AGAIN.

To the Editors:

I was somewhat surprised to learn from your recent letter that you proposed printing my communication on the subject of "Preliminary Requirements and the A. Ph. A." in the November BULLETIN. While the letter was not written for publication, I presume it will do no harm in print. If the expression of my views seems somewhat severe upon those who differ from me, I would say that while I respect their opinions, I think they are unduly timid. With the exception of a few colleges, there has been no advance in entrance requirements for eighty years. If it takes us eighty years to accomplish

nothing, how long will it take us to effect something worth while?

The Philadelphia College of Pharmacy, 82 years ago, demanded a grammar school education as a condition of entrance. To-day it and most of the other schools demand no more. While I am far from being a pessimist, I would, if I were editor of the BULLETIN OF PHARMACY, call the attention of the pharmacists of this country to the fact that we are unduly complacent with our own attainments. The preliminary education required in Germany, Italy, England, and Canada is such as to command our respect, and the respect of all the friends of pharmaceutical education. Even in Japan a student, who would matriculate in a college of pharmacy, must have studied European languages for seven years, chiefly German, and also French and English, as a part of his education. His general education also must be quite liberal. Why should the pharmacists of the United States be content in this particular to be behind Japan, which has only been touched by western civilization during the last half century or so?

W. M. SEARBY.

San Francisco.

## IT PUZZLED HIM.

To the Editors:

I take pleasure in sending you an order which we received this morning. You may publish it on your puzzle page if you desire to do so. I have been

*Please send me bottle of iridin  
for irs-pler for Baby and  
tell me how to use it  
a i am sure CoDer will  
it make i gainse it*

unable so far to get any sense at all from the last two lines.

R. W. GRAHAM.

Amarillo, Texas.

To the Editors:

Enclosed please find M. O. for \$2.00 in payment of our subscription to the BULLETIN OF PHARMACY to January, 1905. We would not be without it, as we consider it the best journal published. Every issue is a prize.

J. A. WEABER & Co.

209 El Paso St., El Paso, Tex.



## BUSINESS HINTS.

### Readable Advertising "Copy."—

We have known A. H. Webber, of Cadillac, Michigan, for many years, and known him to be a very versatile and resourceful man, but we did not suppose he could write such attractive advertising matter. This is no left-handed compliment either, for it is harder to make advertising "stuff" readable than it is anything else: it comes pretty near taking a genius to talk fascinatingly enough about drugs and furniture and crockery and picture frames and caskets so that people will listen to him as though he were the author of a French novel!

The other morning we came down to the office full of plans for the work of the day, and ready to tackle the thousand and one things awaiting our attention. The first thing we saw on the desk "slide" was a booklet entitled "The Home of the A. H. Webber Company." It described and gave pictures of the various departments of Mr. Webber's cosmopolitan establishment in Cadillac, as well as portraits of Mr. Webber and his staff, and our interest in the man was such that we glanced at the booklet at once, intending to give it a thorough reading later on. But the next thing we knew half an hour had gone by, the book had been read from end to end, and the roll top of our desk was still down!

Mr. Webber has a way of taking people into his confidence, and he talks with them about the various features of his business as though they were members of his family gathered about the breakfast table. He tells them which departments have paid, what he expects to do the coming year, how long certain features of the business have been in operation, who and what the men are who have charge of them, and so on. It is an art—to write advertising matter of this sort—to make it readable and interesting instead of a dull and prosy appeal for business.

Mr. Webber probably won't thank us for making the suggestion, and we do so under our breath—but if some of our readers would like to know how advertising matter should be written, they might drop Mr. Webber a request for one of these booklets, and courteously enclose a couple of stamps for return postage.

Another time we mean to reprint what Mr. Webber has to say in his booklet about his drug depart-

ment—we haven't space this month. Speaking of the "drug department," we ought to explain that Mr. Webber's establishment has grown beyond the original drug store, and now includes separately organized and located departments for books and stationery, carpets and rugs, furniture and wall-paper, jewelry, and crockery. A new department is that devoted to the undertaking business. We cannot resist the temptation to suggest here the particular appropriateness of combining the drug and the undertaking businesses.

### Free Services to the Public.—

Last month the BULLETIN had an editorial on the subject of giving "Free Services to the Public," reporting chiefly upon a discussion which developed at the Kansas City meeting of the American Pharmaceutical Association in September. The debaters were just about evenly divided in their opinions as to whether or not such services should be rendered—services in connection with the use of the telephone and directory, the sale of postage stamps, and the like. Here is the attitude taken on the subject by a Detroit druggist, whose advertisement below is clipped from the little drug-store paper which he publishes monthly:

### Make Use of our Service

Drug Stores are apt to be centers of information, not only about drugs but many other things. We provide a variety of little conveniences which we shall be glad to have you use at any time. We have stamps in any quantity desired. Our directory is at your disposal. You can pay your gas bill here, send a money order, register a letter or put a liner in the Free Press. You are at liberty to wait for the car, to leave packages or to ask any information or accommodation that is in our power to give. You will find our clerks courteous and you will always receive the best of attention whether you come to buy or not.

ANDREW R. CUNNINGHAM,  
264 Jos. Campau Ave.

### A Unique Label Idea.—

One of our British subscribers—Mr. G. B. Wright, 16 Albert Street, Hebden Bridge, Yorkshire, England—has sent us some samples of package labels which are quite interesting. They are intended to serve as advertisements, and to be pasted on wrapped packages leaving the counter. They advertise the various specialties which Mr.

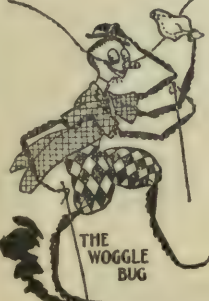


Wright prepares. The labels are just about the size of an American 2-cent postage-stamp, and come in gummed and perforated strips just as stamps do. The label is made to "stand out" by virtue of being printed in white on a blue ground, with a combination blue and white border. Here, for instance, is the text of one of the labels: "Wright's Gout and Rheumatic Mixture. Never Fails. Price 1s. G. B. Wright, Albert Street, Hebden Bridge."

#### Cooban's Cleverness.—

Cooban, our Chicago friend, knows how to take advantage of an opportunity when it presents itself. Here, for instance, is a scheme which the *Chicago Record-Herald* has been working for some time:

**Now, Everybody!**



**What Did  
The  
Woggle Bug  
SAY?**

**\$500 for Answers.**

First Question was printed in last Sunday's RECORD-HERALD on the First Page of its Comic Section.

Second Question will be asked in next Sunday's Record-Herald. Get it and win some of this money.

SEE PAGE TWO

**DAILY RECORD-HERALD**

Mr. Cooban knew that everybody in Chicago had become familiar with "The Bug," and interested in what it had to "say," and so he comes out with the following adv. in the same paper:

No difference what the Bug says:

*Cooban.*

*says*

A dose of Cooban's Headache Powders is followed in five or ten minutes by a grateful sigh of relief. Quick, Safe, Sure.—10c.

**559 W. 63rd St.**

#### An Advertisement for New Year's.—

Last month the BULLETIN gave a number of specimen advertisements suitable for use during the holiday season, and described several advertising ideas relative to Christmas which had been developed last year by wide-awake druggists in different parts of the country. Here is an advertisement that will do very well for New Year's, following the Christmas exploitation:



**A Good New Year's Resolution.**

THERE are, of course, many people in this locality who are not as yet our regular customers but who must have noticed from time to time the claims we make as to the superiority of our store and service. It would be a first rate plan, if you are not already trading with us to give this store a trial and see whether or not we make our claims good. It is to your interest to buy where you can buy best. It is your privilege to buy where you like. Give us a trial, and if you are not more than pleased, we do not ask you to stay.

Andrew R. Cunningham

264 Jos. Campau Ave.

#### Is a Cash Business Desirable?—

In answer to the question of a correspondent, we may express the opinion that seven drug-stores in a community of about 10,000 do not constitute an excessive number. But that depends on the character and wealth of the population in the surrounding country. If your town is the centre of a fairly well-to-do and densely populated agricultural district, the druggists are bound to enjoy more or less patronage from this. On the other hand, if the one or main source of your business is to be sought in its immediate population, that fact would materially alter the complexion of things. Secondly, your abil-



ity to conduct a strictly cash business would depend very much on the methods which have hitherto prevailed in your community. If everybody else is giving credit, you will be, in a measure, forced to do the same thing, but a stranger in a new town is always in a position to decline credit more gracefully than an old resident; and as a stranger you have this advantage. On the other hand, the old resident is better acquainted with his people and is in better position to judge whom he can trust and whom he will be liable to find lacking in punctuality or honesty.

There is finally another point to consider. If you start in giving credit, it will be very hard later on to conduct a cash business. But if you reverse the process and start in with a cash business, you can at any time change to a credit system.

#### An Advertising Card.—

Several references have been made in this department during recent months to the little advertising cards,  $2\frac{1}{4}$  by  $3\frac{1}{2}$  inches in size, issued by Charles J. Fuhrmann of Eighth and East Capitol Street, Washington. We now reproduce one of Mr. Fuhr-

macy would evidently like to place itself on an "exchange basis" with other stores from which journals are published.

In this connection we might make reference to another drug store paper just received within the last month. The publisher is Carl Schmitt, 1871 Pearl Street—what city? Mr. Schmitt has neglected to give the name of his town—a serious omission in any and all kinds of advertising matter. The particular copy before us is a couple of years old, but we assume that Mr. Schmitt is still doing business at the old stand. Unlike most papers, "Drug News" has eight instead of four pages. Much of the space is given up to general talks concerning the training of the druggist, prescriptions, and the like; advice concerning indigestion, nervousness, eye strain, colds, and so on; and there is one page of humor. Only the last two pages are given up to display announcements. It seems to us that a better plan would be to scatter the display advertisements throughout the text, and also to have the text not quite so "heavy." Use more jokes and humorous matter generally, and you will find that people will read your paper and look forward to its appearance with interest.

#### Good Advertising.—

We have had occasion in the past to speak in this department of the character of the advertising matter issued by R. E. Rhode, of 504 North Clark Street, Chicago. We are now in receipt of two new specimens from Mr. Rhode's pharmacy. One is an aluminum pin tray,  $3\frac{1}{2}$  by 5 inches in size, and bearing a picture of the new Postoffice in Chicago with the words "Rhode's Pharmacy" underneath. The other is a good quality of pocket memorandum book. It is leather bound, and is of that variety which permits the note-book proper to slip out and another one to be substituted when the first has been used up. There is also a lead pencil and two pockets for cards, etc. The cover bears the legend in gold, "Compliments of R. E. Rhode, Chemist, Chicago," and four inside pages of the memorandum book are devoted to advertisements of Rhode's Kefir-Kumyss (one of Mr. Rhode's leading specialties), and several toilet preparations such as hair tonic, salicylated tooth and mouth wash, toilet lanolin cream, Cleopatra's lotion, and milk of cucumber and orris. This is clearly rather expensive advertising, but Mr. Rhode doubtless distributes the books with discrimination.

The Experimental Stage is Over ❧ ❧  
It is an Acknowledged Fact That  
**FUHRMANN'S COLD AND GRIPPE CAPSULES**  
Quickly and Surely CURE  
**COLD, GRIPPE, HEADACHE, ETC.**  
Without Any Disagreeable After Effects.  
Is'nt it worth 25 cents to cure a miserable Cold?  
These Capsules will do it.  
Mfg. only by  
**CHAS. J. FUHRMANN,**  
PHARMACIST, 8TH AND EAST CAPITOL STREETS.

mann's cards pertinent to the present season. As usual it is printed in black ink on a cardboard about the weight, though not the quality, of that used for printing visiting and business cards.

#### Drug-store Papers.—

Here is a chance for coöperation! The South Side Pharmacy, 735 South Cherry Street, Canton, Ohio, would like the names and addresses of a number of pharmacists who publish their own drug store papers, and also copies of these papers if their publishers care to send them. The South Side Phar-



## PRACTICAL PHARMACY.

### Pills of Liquid Bodies.—

W. J. Murnane (*Journal of the Alumni of the Massachusetts College of Pharmacy*) has made a comparison of the methods recommended for making pills of liquid bodies. The liquids experimented on were creosote, oil of turpentine (as representing the class of volatile oils) and castor oil. One-grain pills were made of each of these, using as excipients:

The excipients tried were (1) flour, (2) flour and soap, (3) powdered licorice root with about half its weight of powdered licorice extract, (4) gelatin mass, (5) powdered licorice root, (6) powdered soap, (7) powdered soap and acacia, (8) magnesia, (9) resin and magnesia.

A mass for a dozen pills was made and accurately weighed, then one-twelfth of this was weighed out and rolled into a pill. The pills so made were compared carefully for size and for facility in massing.

Flour, gelatin-mass, and the mixture of licorice root and licorice extract showed no marked differences as to size. The other made larger pills than these. Soap and magnesia make much larger pills.

As regards convenience and results, wheat flour stands first for white pills and the licorice mixture for black pills. Gelatin-mass makes equally small pills, but requires the making of a special mass with time for the hardening of the gelatin. It then does not mass as easily as the other methods. There was no marked difference between the pills made with the various liquids. Flour or the licorice mixture appear, therefore, to be the best and most convenient excipients for all fluid bodies. If a good mass is not formed with these and the liquid alone, the addition of a very little glucose or syrup will make a plastic mass.

### Hot Clam Juice for the Fountain.—

Clam juice may be served in the proportion of one-half to one ounce to an eight-ounce mug, filling the latter with hot water and serving with a spoon; also giving the patron celery salt, salt and pepper cellars and soda crackers. *The Soda Dispenser* thinks the clam juice is served more acceptably by adding an ounce of milk, better yet by using half water and half milk, and still better by using all hot milk. A small amount of butter causes a marked improvement. Clam juice, like beef tea, must



**A HANDSOME SOUTHERN PHARMACY.**—The beautiful palms in this store would indicate that it was located in southern climes. The proprietors are Phul & Gordon, of Lake Charles, La. The pharmacy is known as the "Lake Charles Drug Store." The soda fountain on the right is a "Century," and is an elaborate and beautiful one. The fixtures are all of the most modern and elegant type, the floor is handsomely tiled, and altogether the pharmacy is a very attractive one. That Phul & Gordon are hustling business men, and that they enjoy a large trade, are facts abundantly evident from the illustration.



always be served hot. It spoils very readily and must be kept on ice. If a distinction is desired between clam bouillon and clam broth, serve the latter with a spoonful of butter and the former without it. A good way to keep the names apart is to have your clam juice with hot water; clam bouillon is the same with a dash of lemon juice added, and clam broth is clam juice mixed with cream of milk. Clam juice with hot water and seasoned well may be known as clam nightcap. Clam-juice cocktail is made with one ounce of clam juice, two drachms of lemon juice, and hot water.

#### Expedition Method for the Preparation of Aubergier's Syrup of Lactucarium.—

Francis Hemm, writing in *Meyer Bros. Druggist*, contributes a new method for the preparation of this syrup. He first gives Proctor's formula, modified:

##### FORMULA—PROCTOR'S MODIFIED.

German lactucarium ..... $\frac{1}{2}$  ounce.  
 Granulated sugar .....1 ounce.  
 Simple syrup ..... $4\frac{1}{2}$  pints.  
 Citric acid, in powder.....60 grains.  
 Orange-flower water .....4 fluidounces.  
 Diluted alcohol,  
 Distilled water, of each a sufficient quantity.

Triturate the lactucarium with the sugar until reduced to powder, put in funnel-shaped percolator, exhaust with dilute alcohol by percolation (about

10 fluidounces of percolate being required), evaporate on water bath to 2 fluidounces, and add it to the syrup (previously heated to boiling), and mix. Continue the ebullition slowly until the whole measures 4 pints and 6 fluidounces; then add the citric acid, and strain, and when nearly cool add the orange-flower water, and mix them. Each fluid-ounce represents three and one-third grains of lactucarium.

##### HEMM'S PROPOSED METHOD.

a Tincture lactucarium (U. S. P.).....15 Cc.  
 Citric acid .....2.0 grammes.  
 Orange-flower water .....60 Cc.  
 Syrup, sufficient quantity to make...1000 Cc.

Mix. If necessary strain through cotton or filter.

b Syrup lactucarium (U. S. P.).....150 Cc.  
 Orange-flower water .....60 Cc.  
 Citric acid .....2.0 grammes.  
 Syrup sufficient to make.....1000 Cc.

This necessitates the carrying in stock of only the U. S. P. syrup or tincture to be in readiness to dispense fresh Aubergier's syrup at great saving in the cost of the marketed article.

#### The Composition of Foot Powders.—

In his thesis presented upon graduating from the Massachusetts College of Pharmacy A. E. Picken reported that he had analyzed 17 samples of foot powders, including all the leading brands. He had



THE WEST VIRGINIA BUILDING AT THE LOUISIANA PURCHASE EXPOSITION.



found talcum in 14, starch in 7, salicylic acid in 7, boric acid in 6, alum in 4, borax in 4, zinc oxide in 2, magnesia in 1. A number of them had odorous constituents, either for the antiseptic value or for a perfume. Carbohc acid, thymol, and formaldehyde were the main antiseptic agents used.

Following is the composition of some of the leading brands:

No. 1. Talcum 75 per cent, boric acid 25 per cent.

No. 2. Talcum 12.5 per cent, starch 50 per cent, borax 37.5 per cent.

No. 3. Talcum 25 per cent, boric acid 75 per cent.

No. 4. Talcum 65 per cent, alum 20 per cent, magnesia 15 per cent.

No. 5. Talcum 90 per cent, borax 10 per cent.

No. 6. Talcum 95 per cent, alum 4 per cent, boric acid 1 per cent.

No. 7. Starch 65 per cent, zinc oxide 35 per cent.

No. 8. Talcum 60 per cent, boric acid 40 per cent.

No. 9. Talcum 75 per cent, starch 15 per cent, salicylic acid 7.5 per cent, alum 2.5 per cent.

No. 10. Zinc oxide 25 per cent, borax 75 per cent.

No. 11. Starch 75 per cent, salicylic acid 25 per cent.

All the most prominent brands were found to contain talcum in the proportion of 75 to 90 per cent. The starch is mostly in the form of corn, wheat or

potato starch, only one sample containing powdered orris root. Salicylic acid is used in the proportion of 3 to 7.5 per cent as a rule, and boric acid varied from 1 to 75 per cent. The purpose of borax in these powders is not very plain, although one of the most popular brands contains it in considerable proportion.

#### Glycerole of Hydriodic Acid.—

W. C. Kirchgessner contributed the following formula to the Kansas City meeting of the A. Ph. A.:

Potassium iodide .....4000 grains.  
Potassium hypophosphite ..... 304 grains.  
Tartaric acid .....3696 grains.  
Water .....10 fluidounces.  
Diluted alcohol,  
Glycerin, 50 per cent, q. s.

Dissolve the potassium salts in the water. Dissolve the acid in one pint of diluted alcohol. Mix the two solutions and pack in ice for two hours, shaking the bottle occasionally. Filter. Two fluidounces of the filtrate, when added to 14 fluidounces of 50-per-cent glycerin, will make a 2-per-cent glycerole. One fluidounce, added to 15 fluidounces of 50-per-cent glycerin, will make a 1-per-cent glycerole. The filtrate itself is a 16-per-cent solution, and can be kept as such so as to make any strength of glycerole which the physician may desire up to that point. The formula will result in the preparation of 11 pints of the 2-per-cent glycerole, and may be cut down as the pharmacist may desire.

Mr. Kirchgessner declared that a glycerole has certain advantages over a syrup in that it is more permanent and will not ferment or caramelize. It



AN ILLUSTRATED REPLY.—This very amusing postal card was received by the editors of the BULLETIN some time ago from Will A. Humphries, who has contributed a number of cartoons and other illustrations to the journal during the present year. We had sent Mr. Humphries a draft in payment of one of his sketches, and this was his acknowledgment. It is an interesting fact that the young man is considerably less than twenty-one years old, which makes his cleverness all the more surprising.



should be stated, however, that a glycerole of hydriodic acid should never be sold as a syrup. The two products are very different, and the one should be substituted for the other only when the physician knows what he is getting and prescribes it purposely. A vigorous resolution was passed at the Kansas City meeting condemning the practice followed at least by one manufacturer in selling a glycerole and labeling it a syrup.

#### Concerning Hot Soda.—

Mr. Cooban, of Chicago, has made a complete success of the hot soda proposition, and what he has to say about it will be of profit and interest to others. The reason why druggists generally do not succeed in working up a better sale on their hot chocolate is because they do not boil it. They simply pour hot water on the cocoa, sugar, and milk, and then keep the product hot in the urn. By this method the cocoa is never dissolved thoroughly, and the flavor of the drink is not developed. The product should be boiled for about two minutes. Furthermore, it should be stirred frequently. An urn should be used which has a stirring apparatus that can be twisted from the top whenever one happens to think of it. Again, the product must not come in contact with metal; it must not even be stirred with a metal spoon; the least touch of metal will taint it.

Mr. Cooban serves a dainty little dish of crackers with every cup of hot soda, and gets 10 cents for the product. It is perfectly senseless, he thinks, to sell hot soda at 5 cents. If you make a nice drink people are willing to pay the price. In addition to chocolate, Mr. Cooban's list of hot soda drinks comprises clam broth, lemonade, beef tea, and hot malted milk. In conclusion it may be said that Mr. Cooban at times displays a very catchy show card bearing the following legend: "*Hottest Thing in Town—Cooban's Hot Cocoa.*"

#### Regarding Zinc Ointment.—

In doing work for his graduating thesis, W. S. Davis, a student in the Massachusetts College of Pharmacy, made a comparison of the various methods followed in making zinc ointment. He found (*Journal of the Alumni of the M. C. P.*) that the quality of the zinc oxide used was of more importance than the method, and, in fact, determined the character of the product. The U. S. P. method is satisfactory if a fine sieve be used, but rubbing

on a tile or in a mortar aids in securing a perfectly smooth ointment. Triturating or rubbing he considers more advantageous for large than for small quantities. For quantities of 50 to 2000 grammes he thinks the most satisfactory method is to triturate the oxide in a heated mortar with a small quantity of melted lard, adding the rest of the lard when cold. The addition of oleic acid (5 per cent) makes a firmer but not harder ointment. Glycerin and oil in small proportions also help in the manufacture. For a short time 5 per cent oleic acid appears to be advantageous, but its keeping qualities will require time to determine.

#### Action of Boric Acid on Iodides.—

H. Baubigny and P. Rivals (*Pharmaceutical Journal*) find that pure boric acid liberates hydriodic acid from iodide solutions in the cold, while it only decomposes hot, saturated solutions of bromides and chlorides. These facts are applied to the separation of iodine from a mixture of halogen salts as follows: 100 Cc. of the salt solution are heated with 10 Gm. of boric acid and 0.2 to 0.4 Gm. of the paste (" $\text{Mn}_2\text{O}_4 \cdot \text{H}_2\text{O}$ ") formed by reducing a solution of a permanganate with alcohol, washing the precipitate, and drying at 30°-40° C. The iodine is collected in a solution of alkali, containing a small quantity of sodium sulphite (to decompose any hypoiodite present), and the iodine estimated as silver iodide.

#### Solubility of Phosphorus.—

C. Stick (*Pharm. Zeit.*) has determined the solubility of phosphorus in various liquids. Almond oil, 100 parts, dissolves 1.25 parts of phosphorus; the same quantity of oleic acid, 1.06 parts; liquid paraffin, 1.45 parts; water 1.0003; acetic acid, .105 part. Phosphorus dissolves very slowly in most of its solvents, frequent agitation for weeks being in some cases required before saturation is effected.

#### Adulterated Asafetida.—

Edmund Weiss (*Apoth. Ztg.*) reports having met with a sample of asafetida which was adulterated with calcite. Investigation as to the source of supply showed that the adulterated asafetida reached Hamburg from Afghanistan via the Persian Gulf.



# BOTANY and MATERIA MEDICA

Monthly review by OLIVER A. FARWELL.

## Adulteration of Cod-liver Oil.—

Consul-General Bordewich has the following to say in regard to the adulteration of cod-liver oil:

"The foreign fish oils used for adulteration by some dealers are mostly those from coalfish, cusk, ling, and haddock. It is claimed that no adulteration is practiced by the manufacturers in Lofoten during the winter fisheries, and that the oil made there at that time is exclusively extracted from the livers of cod, for the reason that no other fish is caught there after those fisheries begin, it appearing that the cod drives all other species away from the banks.

"Chemicals are not used for adulteration, as far as I can learn, except that some few manufacturers employ a very small percentage of sulphuric acid during the steaming process in order to facilitate the extraction of the oil.

"If cod-liver oil is mixed with oils from livers of fish nearly related to the cod, such as oils from coalfish, haddock, ling, and cusk, and the admixture is 10 per cent or less, the adulteration is difficult to prove by analysis.

"The genuine medicinal cod-liver oil is of a light amber color; the odor is slight. The adulteration of cod-liver oil is said to have been unknown, at least in Norway, prior to the last couple of years. Oil from coalfish brought very moderate prices in the Lofoten Islands prior to 1903, but that year it was in great demand by buyers from Aalesund and Bergen, who paid at one time \$40 per barrel for the refined article. The oil of cusk has been refined in prior years also, but it was in much greater demand in 1903 than formerly, bringing as high as \$64 per barrel. These oils are refined in the Lofoten Islands mostly in the summer season, and the genuine cod-liver oil in the winter.

"It is no secret that these oils are largely used for adulteration of cod-liver oil."—*Daily Consular Reports*.

## Adulteration of Ipecac.—

It has been discovered that Rio ipecac is being adulterated with a root that has considerable superficial resemblance to it; it is readily distinguished, however, by its gray color rather than brown, by the more prominent annulations and longitudinal

striations; it has frequent fissures reaching to the wood. The root contains no alkaloids, but a small amount of tannin and a new carbohydrate, which the author has named "Heteropterin," the composition of which is said to be  $C_6H_{10}O_5 + 1/6H_2O$ , at  $100^\circ C$ . The plant from which the root is derived is *Heteroptery pauciflora* A. Juss., a Brazilian shrub of the Malpighiaceæ.

## Oysters Do Not Transmit Disease.—

Welcome news comes from across the seas for the devotees of that most popular of delicacies—the shell-fish. Richard Guenther, in *Daily Consular Reports*, says: "The *Frankfurter Zeitung* of August 1, 1904, contains correspondence from Paris stating that last year a veritable campaign was waged against oysters, which were said to especially transmit typhus and various other bacilli. The *Journal Officiel* now publishes the report of Prof. Alfred Giard, in the name of the sea-fishery commission appointed by the secretary of the navy, which clears the oyster of all charges, and expressly declares that they are eatable at all seasons, as they cannot transmit any disease to human beings."

## Plants Which Induce Eczema.—

A paper has been contributed on the above named subject by Mr. J. H. Maiden that attention may be drawn to it, and the active principles of the plants be investigated. Among the plants enumerated are the different species of *Rhus*; these have been investigated by Prof. Dr. F. Pfaff, of the Harvard Medical School, Boston, Mass. He found the active principle to reside in a viscous oil which he denominated Toxicodendrol (see this journal for December, 1897, p. 556). Other species mentioned are the various species of *Primula*, *Hyacinthus*, *Richardia*, *Thuja*, *Phlebalium*, *Dysoxylon*, *Castanospermum*, *Eucalyptus*, *Cassinia*, *Pyrethrum*, and *Excæcaria*.

## New Remedy for Diabetes.—

It has been reported that De Freitas has announced in the *Brazil Medico* that he has discovered in the inner bark of the *Dialium ferrum*, commonly known in Brazil as ironwood, a new remedy for diabetes. The author reports on eight cases with from 15 to 30 per cent of sugar in the urine; the sugar disappeared after taking an alcoholic tincture for a few days.

*Dialium* is a genus of leguminose plants allied to



the Tamarind, the fruits of some of the species being edible. It is most plentiful in southern Asia, with some species in Africa and one in South America. Considering the fact that the names *Dialium ferrum* and "pao ferro" are not mentioned by Dr. Theo. Peckolt in his Medicinal Plants of Brazil, that the former is unknown to botanical science, and that there is but one species of *Dialium* in South America, viz., *D. divaricatum* Vahl., we presume references to *D. ferrum* should be taken *cum grano salis*.

#### New Kind of Cotton.—

It is said that Señor Hilario Cuevas has discovered on his estates in Mexico (state of Jalisco) a rapidly growing tree that yields a cotton equal to that of the Texas cotton-plant, but with a longer fiber. It has considerable advantages over the cotton plant, as it is not affected by the diseases that frequently ruin the cotton crop; the yield is larger per acre and brings a better price. The tree can be cultivated without irrigation, as it needs only the humidity of the atmosphere.

#### The Largest Trees in the World.—

According to the *Pharmaceutical Journal*, Mr. J. H. Maiden, F.L.S., has published a paper in the *Sydney Morning Herald* on "The Largest Trees in the World." Mr. Maiden thinks, from the actual measurements of a redwood tree in California, that there are no larger trees anywhere else. Mr. Sargent found a redwood tree measuring 340 feet in height. Mr. David Boyle gave 525 feet as the height of a eucalyptus tree in Melbourne; but Mr. Maiden claims that this was disproved.

#### A New Irish Potato.—

The French National Society of Agriculture has been experimenting, since 1901, in the cultivation of a species of *Solanum* (the *S. Commersonii* Dun.) of the tuber-bearing section *Potatœ*. It is native to the valley of the Mercedes River, Uruguay, hence is called the Uruguay Irish potato. Report says it is abundantly prolific, and bids fair to supplant the Irish potato. It is cultivated in the same manner as the Irish potato, but is immune from any disease.

#### Brea Gum.—

According to the *Pharmaceutical Journal*, Brea gum is the product of *Casalpinia præcox* R. & P., a tree of Brazil, and has recently been shipped to

Dunkirk. It occurs in isolated or agglomerated, stalactitic pieces or oval tears, is of a reddish-yellow color, and varies in specific gravity from 1.537 to 1.615. The gum contains 77 per cent of arabine, and the ash consists of lime, magnesia, potash, and traces of iron. The solution is levogyre  $-0.20$ .

#### Iboga a Cure for Sleeping Sickness.—

The *Medical Age* says that the Colonial Society of the Upper Congo has discovered a native remedy, a species of wood called "iboga" and very common in the Gaboon district, which counteracts the "sleeping sickness," that strange malady which causes such ravages among the natives of Uganda. The botanical identity of "iboga" is not disclosed.

#### To Destroy Ivy and Mustard.—

Consul-General Guenther has reported that the Germans have ascertained that a solution of copperas (sulphate of iron) sprinkled over ground ivy and mustard will destroy them, but that cereals are not injured by it.

#### Death from Rhus Poisoning.—

According to the *Bulletin of the Chicago Health Department*, a man, 42 years of age, died of rhus poisoning from which he had been suffering intensely for two months. While rhus poisoning is of common occurrence, it is rare that death results from its effects.

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## NEW REMEDIES.

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#### Aescochinin.—

Trade name for a preparation said to contain the active principles of the horse-chestnut and quinine. It appears as an amorphous yellowish powder of bitter taste. It is almost insoluble in water, but dissolves readily in alcohol. It comes into commerce as a powder and also in sugar-coated tablets. It is recommended in hemicrania and neuralgias of all sorts, influenza, grippe, etc.

#### Bismon.—

Trade name of a colloidal soluble bismuth oxide, obtained by the action on bismuth salts of an alkaline aqueous solution of sodium protolbinate or lysolbinates. Foreign salts are got rid of by dialysis and the residue evaporated to dryness.



**Bismuth Agaricinate—Neutral.—**

This, with the diagaricin-monotannate and the basic bismuth agaricinate-tannate, completes the list of new agaricinic preparations. The first is white, and the last a yellow powder, and all are given in doses varying from 25 Cgm. to 1 Gm. in troubles of the organs of perspiration.

**Bornyval.—**

Chemically, bornyval is the isovalerianic ester of borneol. It appears as a liquid, clear as crystal, possessing a not unpleasant, aromatic taste recalling slightly that of valerian. It is soluble in alcohol and ether in every degree, but insoluble in water. It is used in the place of the former medicinal preparations of valerian, and is given in doses of 4 grains, enclosed in capsules, several times daily.

**Chinaphenin.—**

Trade name for the quinine carbonic acid ester of phenetidin. It appears as a white tasteless powder, insoluble in water, but dissolves easily in alcohol, ether, chloroform, etc. It combines the elements of quinine and phenacetine. The dose is from 5 to 10 grains, twice or thrice daily for adults; children in proportion.

**Lithium Agaricinate.—**

Another new salt of agaricinic acid with almost the identical properties of sodium agaricinate. It has, however, a slightly salty taste and causes sometimes a slight itching sensation. It is given in the same doses and in the same manner as sodium agaricinate.

**Lysargin.—**

A colloidal silver preparation, containing 60% metallic silver. It is easily soluble in water and appears as brilliant metallic scales. Used in one-half to one per cent solutions as an injection in gonorrhea.

**Monophenetidide Agaricinate.—**

This appears as a dry, grayish-yellow, micro-crystalline powder, odorless and tasteless. It is insoluble in water and is administered dry, washed down with a swallow or two of water. The diphenetidide agaricinate is also new. It is a bluish-white, crystalline, odorless and tasteless powder, insoluble in water. Both are highly useful in the treatment of those fevers marked by excessive spells of sweating.

**Percoll.—**

This is a new form of adhesive plaster for general purposes, in which the adhesive mass is applied to parchment instead of to linen, etc. In applying this plaster the back surface is moistened with water, so that the dressing acquires the required pliability. After the plaster dries the dressing is perfectly stiff.

**Rhomnol.—**

Name given by its exploiters (a French company) to a form of nucleinic acid derived from the thymus gland of young calves. It comes into market in the shape of pills and also as a saccharolate. It is intended as a succedaneum of lecithin and also of the glycerophosphates.

**Salocreol.—**

This is obtained by the action of salicylic acid upon the active constituents of beechwood creosote (guaiacol, creosol, and other phenols). It is an oily, brown, almost odorless, neutral liquid, almost insoluble in water but readily soluble in alcohol, ether, and chloroform. It is stated to be entirely non-toxic and free from causticity.

**Sodium Agaricinate.—**

This appears as a tasteless white powder, readily soluble in water. When brought in contact with the tongue it produces a sensation of dryness. It seems to be a certain and excellent agent in the night sweats of phthisis, with no evil sequelæ. It is administered at between 8 and 9 o'clock, evenings, in doses of from 10 to 20 Cgms.

**Trigemin.—**

This is a chemical compound resulting from the action of butyl-chloral hydrate upon pyramidon (*Berl. klin. Wochenschr.*). It occurs as long, white needles melting at 85° C.; it is readily soluble in water, and has a peculiar, faintly aromatic odor and a mild taste. Dr. Overlach put the new drug to a clinical test, and found it to render excellent service in headaches from overwork, influenza, alcohol, migraine, etc., and to be still more efficacious as an analgesic in occipital and trigeminal neuralgias, localized facial neuralgias, violent toothache, and pulpitis. The dose for adults is stated to range from 0.5 to 1.2 grammes (8 to 18 grains); in most cases, 0.75 grammes (12 grains), administered once or twice a day, suffices.



## BOOKS.

The Art of Compounding. By Wilbur L. Scoville, Ph.G. Third edition, revised and enlarged. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut Street. Cloth; 337 pages; \$2.50 net. 1904.

Scoville's "Art of Compounding" is one of the books that every pharmacist ought to have in his library. It is altogether the best single book we know of devoted exclusively to dispensing pharmacy. It is equally useful to the student, in college or out, who desires a treatise on the various phases of the compounding art, and to the practicing dispenser who needs assistance when he is confronted with a difficulty, or who, of a reading or scholarly turn of mind, desires to "brush up."

In order to show the scope of the work it is only necessary to cite the chapter headings: Introductory; The Prescription; Nomenclature; Mixtures; Emulsions; Confections; Electuaries and Jellies; Pills; Lozenges, Troches, Bacills, Pastilles and Lamels; Compressed and Triturate Tablets; Powders; Suppositories; Ointments, Cérates and Plasters; Miscellaneous External Preparations; Sterilization, Antisepsis, Disinfection, etc.; Homeopathic Pharmacy; and Incompatibility. The chapter on Tablets is new in this edition of the book and will be welcomed by many dispensers. The chapter on Sterilization and Disinfection is also fresh matter; and other changes and additions for the better are apparent in the volume before us.

We are told that the "immediate reason for a revision of the work was to bring the book into accord with the ninth decennial revision of the United States Pharmacopœia." It may therefore be expected that the present edition is in consonance with the new U. S. P., even though it appears several months in advance of the latter.

A Course in Pharmaceutical Arithmetic. By Julius William Sturmer, Ph.G., Professor of Pharmacy in Purdue University. Second edition: with answers. Published by the author at Lafayette, Indiana. Cloth; 142 pages; \$1.35 post-paid.

We had occasion to speak very highly of this excellent book when the first edition was published a little over a year ago. That a second edition has become necessary so soon is evidence that our view of Professor Sturmer's effort has been the one generally held by others. We said then, and may repeat now, that few colleges of pharmacy give their stu-

dents as thorough a drill in pharmaceutical and chemical mathematics as they should; that those students who are self-taught, and who never enter the college, are in almost every instance deficient in this branch; and that Professor Sturmer's book is admirably adapted to overcome the deficiency. The work is taken up in systematic order, and a regular course is provided which could only result in great benefit to every student—and to every proprietor as well. At the suggestion of members of State boards of pharmacy, the author tells us that "a drill in vulgar and decimal fractions, for the benefit of those 'who have been out of school a long time,' has been embodied in chapters 1 and 2."

In Memoriam: Charles Rice. Born October 4, 1841. Died May 13, 1901. Printed for Private Circulation. J. B. Lippincott Company, Philadelphia. 1904.

This beautiful volume is a proper tribute to the memory of Dr. Rice. It is richly but modestly bound in black leather with title in gold, and is a perfect example of the bookmaker's art. The special committee appointed by the Trustees and Revisers of the Pharmacopœia to prepare the volume comprised Messrs. Remington, Beal, and Kraemer, and they deserve the grateful thanks of the pharmacists of the country for the manner in which they have performed their task.

The main purpose of the committee was to bring together the more characteristic of the innumerable tributes and expressions of esteem and regret which Dr. Rice's death inspired, and supplement these with a more extended biographical sketch and appreciation. The latter has been contributed by Professor Remington, and it is a touching and skilfully painted portrait of a remarkable man. The personal tributes from others—most of them from the leaders in American pharmacy—tell the same story of admiration and affection for the great chemist, pharmacist, linguist, philologist, and above all—Man.

There is a frontispiece portrait in sepia; and other plates in the same color, scattered throughout the volume, depict the scenes in Dr. Rice's offices and laboratories in Bellevue Hospital, where his lifetime of labor and service was spent. The monument erected to his memory by the pharmacists of the country, and the bronze tablet placed in the hall of New York College of Pharmacy, are made the subjects of further illustration. Caswell A. Mayo contributes a bibliography of the Doctor's writings, and there is a list—remarkably but characteristically



extensive—of Degrees, Titles, and Memberships of Dr. Charles Rice.

We are asked to state that a popular edition of the volume has been issued in a paper binding and will be sold at less than cost in order to facilitate the circulation of the book among pharmacy students in the colleges and other young men for whom Dr. Rice's life is full of inspiration. This will be sold by the publishers at 25 cents each, or at 20 cents in lots of ten. The leather-bound copies are printed for private circulation only.

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A Text-book of *Materia Medica*. For Pharmaceutical and Medical Schools, and for Home Study. By Robert A. Hatcher, Ph.G., M.D., and Torald Sollmann, M.D. 12mo volume of about 400 pages, illustrated. Philadelphia, New York, London: W. B. Saunders & Co., 1904. Flexible leather, \$2.00 net.

Students of medicine, as well as pharmacy students, will undoubtedly welcome this work. The authors are teachers of much experience, and in this book present a work on the subject of *materia medica* in an entirely new way, teaching by actual experimental demonstration and adapting the "laboratory method." Part I comprises a guide to the study of crude drugs, both official and unofficial; while in Parts II and III the histological and chemical examinations of drugs are considered in a scientific yet clear and simple manner. All the histological descriptions are supplemented by laboratory exercises of important drugs, so that the student becomes insensibly acquainted with their construction. Throughout the entire work general stress is laid on the recognition of adulterations.

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The Urine, and the Clinical Chemistry of the Gastric Contents, the Common Poisons, and Milk. By J. W. Holland, M.D., Professor of Medical Chemistry and Toxicology in the Jefferson Medical College of Philadelphia. Seventh edition, revised and enlarged. Cloth; 172 pages; \$1.00 net. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut Street.

This book covers considerable ground in a limited space, and does it with apparent satisfaction. A unique feature of the book mechanically lies in the fact that every other page is blank, and is intended to be used for notes. Indeed, the central plan of the volume is to make it a handbook for working purposes. That the author has succeeded

is evident from the fact that this is the seventh edition. The first 94 pages are given up to urinalysis, the next 21 to the "Examination of Gastric Contents;" 35 to "Examinations for Common Poisons;" and the last 20 to the "Study of Normal Milk." The book is apparently intended more for physicians than pharmacists, but would constitute a good working guide for the latter whenever anything of the kind is needed.

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Essentials of *Materia Medica* and Prescription Writing. By Henry Morris, M.D. Sixth Edition. By W. A. Bastedo, Ph.G., M.D. Philadelphia, New York, London: W. B. Saunders & Company, 1904. Cloth, \$1.00 net.

Dr. Bastedo, in making the revision of Dr. Morris' "Essentials of *Materia Medica*," has furnished the student with a work complete and up to date in every particular. Much of the text has been in great part rewritten. There have been introduced articles on adrenalin, stypticin, and on the iodine and silver synthetics. The present sixth edition is all that could be desired.

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A Systematic Handbook of Volumetric Analysis. By Francis Sutton, F.I.C., F.C.S., Public Analyst for the County of Norfolk, late member of the Council of the Pharmaceutical Society of Great Britain, etc. Ninth edition, revised and enlarged. Cloth; 615 pages; \$5.00 net. Philadelphia: P. Blakiston's Son & Co., 1012 Walnut Street.

This book is intended, not for students as a textbook, but for working chemists as a reference guide, although of course students would find it very useful at times. In a limited sense the work is an encyclopedia of volumetric methods. Almost every process that a chemist would desire is given. Part 1 is devoted to general principles; Part 2 to alkalimetry; Part 3 to analysis by oxidation or reduction; Part 4 to analysis by precipitation; Part 5 to the analysis of special substances in detail; Part 6 to the analysis of urine, potable waters, etc.; Part 7 to volumetric analysis of gases; and there are, finally, a large number of useful tables.

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Self-propelled Vehicles. By J. E. Homans, A.M. 8vo, pp. 672. Theo. Audel & Co., New York. Price, \$2.00.

Druggists, being notoriously wealthy and most of them sporting "autos," will doubtless be much interested in this volume. The Editors of the BULLETIN have been for the same reason. The general



principles of automobile construction and operation, including steering devices, underframes, wheels, tires, bearings, lubricators, are included in the opening chapters. Then follows an exhaustive account of the theory, construction, and operation of gas engines, occupying over 100 pages. Several typical engines are taken up and discussed separately, and their properties, as regards balance, speed, and power, are discussed in the light of fundamental principles. The explanations of the governing devices are clear and valuable, while the discussion of ignition, including the hot-tube, and the primary and secondary sparks, cannot fail to prove of the utmost value.

#### AFTER-DINNER SPEECHES.

Readers who are interested in this form of oratory and wit will find several hours of pleasant profit and entertainment in the volume entitled "Some After-dinner Speeches," recently published by The Bookkeeper Publishing Company, of Detroit, Mich. Responses made to toasts are to be found from such well known men as Senator Depew, Ex-President Cleveland, Congressman Cockran, Ambassador Choate, President Roosevelt, Senator Beveridge, and others. Then there are thirty or forty pages of amusing anecdotes, and the volume winds up by giving a considerable number of sentimental and witty toasts. One of the latter follows:

We come into this world all naked and bare;  
We go through this world full of sorrow and care;  
We go out of this world, we know not where,  
But if we're good fellows here, we'll be thoroughbreds there.

Stodious pharmacists who are interested in the general world of science will find the *Literary Digest* a valuable journal for them. All the more important contributions to science are popularly treated every week in a profitable manner. The publishers are the Funk & Wagnalls Company, 44 to 60 East 23d Street, New York City.

Blakiston's well-known and widely-used Physician's Visiting List for 1905 comes to us in its usual durable and convenient make-up. It has reached the fifty-fourth year of its existence. Published by P. Blakiston's Son & Co., 1012 Walnut Street, Philadelphia. Price (for 25 patients a week) \$1.00.

## QUERIES.

Information is given in this department under the following conditions only: (1) No queries are answered by mail; (2) queries must reach us before the 21st of the month to be answered in the BULLETIN of the month following; (3) inquirers must in every instance be regular subscribers; and (4) names and addresses must be affixed to all communications.

#### How to Make and Use a Hectograph.

S. L. C.—We can do no better than reprint the following process, which was published in the BULLETIN for November, 1900, and which is used by the French Ministry of Public Works:

|                                                 | Parts. |
|-------------------------------------------------|--------|
| Glue .....                                      | 100    |
| Glycerin .....                                  | 500    |
| Finely powdered kaolin or barium sulphate ..... | 25     |
| Water .....                                     | 375    |

Soak the glue in the water until it takes up as much moisture as it will absorb. Drain and press out all the surplus, and place the container with the glue in a water-bath. Heat until solution takes place. Meantime mix the barium sulphate and the glycerin and add to hot solution of glue. Maintain heat for a few hours, in order to drive off excess of water, and pour into a shallow tin or zinc tray.

Another formula for a hectograph, which is said to be cheap, easily made, and to give perfect satisfaction, is:

|                      |            |
|----------------------|------------|
| Best white glue..... | 4 ounces.  |
| Glycerin .....       | 15 ounces. |
| Water .....          | 15 ounces. |

Melt the glue in boiling water and let the mixture digest over steam on the water-bath thirty minutes. Add the glycerin and cook with slow fire over steam for three and one-half hours, avoiding violent stirring. Pour out, scrape off the bubbles, and allow to harden.

To use the hectograph pad: The letter or sketch to be copied is written or traced on a sheet of heavy paper with an aniline ink. When dry this is laid inked side down on the pad and subjected to moderate and uniform pressure for a few minutes. It is then removed, when a copy of the original will be found on the pad, which has absorbed a large quantity of the ink. The blank sheets are then laid one by one on the pad, subjected to moderate pressure over the whole surface with a wooden or rubber roller, or with the hand, and lifted off by taking hold of the corners and stripping them gently with an even movement. (If this be done too quickly, the composition may be torn.) Each successive copy made will be a little fainter than its predecessor. From forty to sixty copies, however, may be made very satisfactorily. When the operation is finished the surface of the pad should be gone over gently with a wet sponge, and the remaining ink soaked out. The superfluous moisture is then carefully wiped off, when the pad will be ready for another operation.



*Indelible Ink.*

J. O. B.—Here are two formulas for indelible ink which have been claimed to produce very satisfactory products. You will notice that the first does not require the application of a hot iron; we are unable to state whether the second one does or not:

- (1) Asphalt, in pieces.....2 ounces, av.  
Benzol .....8 fluidounces.  
Coal tar .....8 ounces, av.

Dissolve the asphalt in the benzol and add the coal tar.

In using the ink, employ an ordinary pen, and if it should be too thick, thin it with a little oil or turpentine. This ink does not spread, and requires no heating. It never fades, and it is not affected by anything.

- (2) Silver nitrate .....240 grains.  
Infusion of nutgalls.....1 fluidrachm.  
Acacia.....60 grains.  
Distilled water.....4 fluidounces.

Dissolve the silver nitrate in four fluidounces of water. In the remainder of the water dissolve the acacia and add the infusion. Then mix the two liquids. The infusion of nutgalls should be made by pouring 4 fluidrachms of boiling distilled water upon 15 grains of powdered nutgalls.

This is Woodhouse's indelible ink.

*Cough Drops.*

C. A. C. & Co.—Suppose you take the following formula for camphor cough drops, substituting menthol for the camphor. As to the quantity of menthol needed you can determine after a little experimentation. The saffron coloring could be omitted if you desire:

- Dutch crushed sugar.....14 pounds.  
Cream of tartar.....½ ounce.  
Spirits of camphor.....¼ ounce.  
Tincture of capsicum.....¼ ounce.  
Water .....2 quarts.  
Saffron coloring.

Bring the sugar and water to a sharp boil, add the cream of tartar, and let the syrup boil up to strong crack degree. Drop in enough saffron to make the batch a bright golden tint. Pour the mass on an oiled slab, add the camphor and capsicum, work them well through the sugar, and pass the latter through tablet rollers.

*Putting Powders in Capsules.*

J. S. wants to know what determines when, in dispensing mixtures in capsules, the mass or the dry method should be used. It is rarely ever advis-

able to make a mass unless the ingredients consist in part of liquid bodies which cannot be absorbed to form a powder without an undue increase of the bulk. If powders alone are involved, the mixture should always be put in the capsules in the dry form. Some powders lack adhesiveness and cannot be filled in capsules in the customary way—that is, by plunging the capsules downward into the powder. Such powders may be dampened with a little alcohol or water, as in making triturate tablets, and the damp powder will usually adhere. Or the powder may be pushed into the capsules with a spatula.

Sugar prevents the oxidation of certain salts, like that of ferrous iodide in the syrup, for instance, by mechanically protecting the salt from the oxygen of the air. As a matter of fact, sugar only retards the oxidizing process and does not entirely prevent it.

*Finger-nail Polish and Bleach.*

C. P. B.—Several formulas for finger-nail polish have been printed from time to time in the BULLETIN. Consult the annual index printed in this issue, as well as the volumes for previous years. However, here is another formula:

- Oleate of tin (in powder).....2 ounces.  
Powdered pumice .....1½ ounces.  
Oil of lavender.....5 minims.

Mix well by trituration, and sift three times through a No. 120 sieve.

A nail polish can be made from the following formula:

- Triturated sulphuric acid.....2 drachms.  
Tincture of myrrh.....1 drachm.  
Lavender water .....3 drachms.  
Water, enough to make.....4 ounces.

To whiten the nails dip the tips of the fingers in this lotion after washing the hands thoroughly.

*A Cistern Proposition.*

C. A. C. wants to know how mosquitoes and their progeny, known familiarly as "wiggle-tails," can be kept from collecting in cisterns. The easiest way is to screen the cistern over so that the mosquitoes cannot get in. If this is impracticable, put goldfish or sunfish in the cistern and let them destroy the pests. This can be done if the cistern is an outdoor one: if it is underground, then it should be made tight so that insects cannot get into it. Finally,



kerosene could be poured over the top of the water, as has been so generally done during the last few years in exterminating mosquitoes in certain districts. This would not contaminate the water from the pump, inasmuch as the latter penetrates to the bottom of the cistern, while the oil stays on top.

### *Paper Labels on Bottles.*

J. L.—Paper labels for shelf bottles can be secured of any label house. Suppose you write the Chicago Box and Label Co., 226 Lake Street, Chicago.

A formula for a varnish for paper labels was printed in the BULLETIN some time ago, and was as follows:

|                   | Parts. |
|-------------------|--------|
| Dextrin .....     | 2      |
| Acetic acid ..... | 1      |
| Water .....       | 5      |
| Alcohol .....     | 1      |

Another good mucilage can be made after this formula: Dissolve two ounces of gum arabic in two ounces of water, and add  $\frac{1}{4}$  ounce of soaked gelatin (heat required), 30 drops of glycerin, and a lump of camphor.

### *Tempering Liquid for Metals.*

E. G.—Here are a couple of formulas "borrowed" from the "Scientific American Cyclopedia of Receipts:"

- (1) Water .....  $7\frac{1}{2}$  gallons.  
 Saltpeter ..... 5 ounces.  
 Sal ammoniac ..... 5 ounces.  
 Alum ..... 5 ounces.

Draw no temper.

- (2) Water ..... 2 gallons.  
 Saltpeter ..... 2 ounces.  
 Alum ..... 2 ounces.  
 Sal ammoniac (pulverized) ..... 1 ounce.  
 Salt .....  $1\frac{1}{2}$  pounds.

Heat to a cherry red, plunge in, draw no temper.

### *Mock Turtle Broth.*

"Hot Soda."—This can be made and served as follows, according to the *Soda Dispenser*:

One ounce Liebig's beef extract; 1 ounce of some good fluid beef extract;  $\frac{1}{2}$  ounce barley, oatmeal or starch;  $\frac{1}{4}$  ounce gelatin; 3 drachms tincture bitter orange peel; 18 drops tincture of capsicum; 3 drachms lime juice; 3 drachms Wor-

cestershire sauce;  $\frac{3}{4}$  ounce salt; hot water to make 16 ounces. Make a thin paste from the starch or other material; swell the gelatin in cold water; dissolve the beef extract in hot water with the salt; add to the hot mixture the starch paste and softened gelatin and bring all to a boil; strain through a wire strainer; add the flavoring and hot water to finish. Use one and one-half ounces of the mixture to a mug.

### *Ink Powder.*

J. O. B.—You might try the following formula:

|                           |           |
|---------------------------|-----------|
| Pulverized nutgalls ..... | 42 parts. |
| Ferrous sulphate .....    | 30 parts. |
| Gum arabic .....          | 15 parts. |
| Alum .....                | 6 parts.  |

The nutgalls and alum are finely powdered and mixed with the other ingredients, previously thoroughly dried and pulverized. The powder is then packed in boxes.

A small quantity of this powder thrown into water yields, in a short time, a fairly good ink, which, however, forms a thick sediment from which it must be poured off. An ink powder completely soluble may be readily prepared by extracting the nutgalls by themselves with water, evaporating the extract to dryness, and mixing the residue with the other ingredients.

### *A Non-freezing Solution.*

R. A. H. wants a non-freezing solution that can be used for automobiles during the winter season instead of water. Our knowledge of automobiles, and automobile manufacture and conduct, like our knowledge of yachts and "brown stone fronts," is very limited. We believe, however, that at least one maker has experimented somewhat with a solution of glycerin and water—we do not know with what success. The customary method of making water non-freezable is to add salt to it, but such a solution, it seems to us, would be very likely to provoke rust and to cause deposits.

### *Interstate Registration.*

J. C. S.—We are under the impression that the boards of pharmacy of the following States will accept, under certain conditions, the certificates of registration issued by the Michigan Board in lieu of an examination: Arkansas, Georgia, Kentucky, Louisiana, Minnesota, New Mexico, Ohio, Washington, and Wisconsin. You might write to the sec-



retaries of these various boards. You will find the list of board secretaries on page 350 of the BULLETIN for August of the present year.

### Regarding Two Botanical Drugs.

W. M. M.—“*Ambrosia Orientalis*” is claimed to be a new species of ambrosia or “ragweed,” but this is denied by botanical authorities. Its claimants declare it to be an aphrodisiac and use it for this purpose. We do not know what “*Annera maritima*” can be. Perhaps this is a misprint for *Cineraria Maritima*, which is the “dusty miller” of common house cultivation. It was introduced along about '88 by a West Indian man who claimed great things for it as a means of absorbing cataracts of the eye.

### Solution of Iron and Manganese Peptonate: A Correction.

In this department of the BULLETIN for October a formula for solution of iron and manganese peptonate was reprinted from the *New England Druggist*, to which it had been contributed by Mr. I. O. Stanislaus. Through some oversight, the use of sugar was mentioned in the directions, but none was specified in the formula itself. Two or three correspondents have called our attention to the omission. It is our opinion that if from one to two pounds of sugar were added to the formula, and the quantity of warm water slightly reduced, a very satisfactory product would be the result.

### A Welding Powder for Metals.

E. G.—Here is one known as “Belgian Welding Powder:”

Iron filings, 800 parts; borax, 400 parts; balsam of copaiba or other resinous oil, 40 parts; sal ammoniac, 60 parts. Mix, beat, and pulverize finely. Powder the surfaces to be welded, bring to a cherry-red heat, at which the powder melts, take from the fire and join.

### Tablets of Creosote.

W. L. M. says that he has tried using magnesium carbonate in the manufacture of creosote tablets, but complains that the creosote penetrates through and leaves spots on the tablets. Furthermore, such tablets crumble up after a time. Replying, we may say that the successful manufacture of a

creosote tablet is not an easy thing. Suppose you let the magnesium and creosote combination stand for twenty-four hours until complete absorption has taken place, then add 5 or 10 per cent of acacia, and, finally, granulate the whole and form into tablets in the customary manner.

### Red Ink for Rubber Stamps.

E. G.—Here is a formula that will probably answer your purpose:

|                                  |          |
|----------------------------------|----------|
| Aniline (violet or crimson)..... | 1 part.  |
| Water .....                      | 4 parts. |
| Methyl alcohol .....             | 4 parts. |

Dissolve, then add:

|                |         |
|----------------|---------|
| Treacle .....  | 1 part. |
| Glycerin ..... | 1 part. |

### The Solubility of Sodium Phosphate.

L. J. K.—Sodium nitrate is most commonly used for increasing the solubility of sodium phosphate, but a chemist who has carried on considerable experimentation tells us that he has never been able to experience much benefit from its employment. The solubility of sodium phosphate is somewhat assisted if carbonated water be used—an idea which is utilized in a well known proprietary specialty.

### Short Answers.

W. F. H.—Two formulas for a concentrated solution of sodium phosphate have recently been printed in the BULLETIN: one on page 303, July, and the other on page 378, September. Inasmuch as they are different, we suggest that you experiment with the one which you have not already tried.

C. Pharmacy.—It has been stated that the new edition of the U. S. P. would be available some time about January. A new edition of Remington's Practice of Pharmacy, based upon the former book, will doubtless not appear for several months thereafter—perhaps a year.

W. F. H.—If you have to compete with a cheap article in selling essence of peppermint, why not add water to the formula and triturate with and filter through magnesium carbonate? This is reprehensible, however, except when the article is sold as an admittedly cheap one.

M. M.—We are not able to give you the formula for the proprietary article mentioned.





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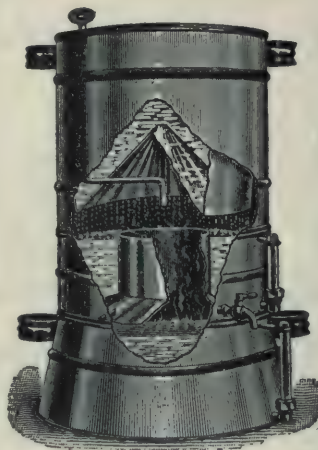
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At about  
one-half the  
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Get your orders  
in early.  
There are not nearly  
enough to go  
around.

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## Tickle the palate of the public

with

and

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Whole, Sliced  
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and in  
Syrup Form



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open your fountain  
without a liberal  
supply of our

1905

Trade Winners

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Chicago  
St. Louis  
Baltimore  
Atlanta  
Dallas  
Denver  
Oklahoma  
San Francisco*

# American Soda Fountain Company

and for our New Cold Sundries  
such as Esquimaux and



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Nine of them  
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were allotted any  
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our line.

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*of these Prize Soda Fountains*

## **Ready to Deliver**

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*Present indications are that the year 1905 will be the biggest and best soda water year ever known to the dispenser, and with a supreme confidence in this fact, we have built, and are now building, a stock of apparatuses which will aggregate more than a Million Dollars. These apparatuses are all our Boston, New York and Philadelphia makes, are down-to-the-minute with all 1905 improvements, and are the best fountains ever turned out of any factory. We are shipping them to the trade at such prices and terms that you cannot afford to keep your old fountain or to use an apparatus that is not thoroughly adequate to your needs. Our easy payments will allow you to put in one of the best apparatus in the world, and to pay for it out of your profits.*

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*Watch for our mailing, in a few days, with photographic pictures of these apparatuses. Let us know which designs suit you best, and we will mail you fine heliotypes of same, and quote you prices and terms that will create a panic in the Soda Fountain business*





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We have a customer waiting for your old soda fountain. Crate it up and ship it to us, and we will allow you most liberally for it in exchange for a larger and better new American apparatus. As soon as we receive it, we will overhaul it in our factories, and make it as good as new for all practical purposes, and sell it to him for a small portion of its original value—two customers made happy—"two birds with one stone." Do not delay. Pick out your new fountain and let us have your old one quick.

Write any of our offices in regard to this offer.





**SANITARY**—Pertaining to or designed to secure  
sanity or health.—*Webster.*

❖ The storage of syrups in concealed containers, as in old style soda fountains, is not conducive to health. The filth found in some of these hard-to-clean fountains received in exchange, is almost beyond belief—dead mice and vermin being common. The subject is not attractive and salesmen of old-style fountains are not likely to mention it, but the truth must be told and we can prove what we say.

❖ Many concealed syrup fountains are advertised as “sanitary,” and sold to those who do not investigate for themselves.

**SANITATION** in Soda Fountain construction  
means “*Syrups in Sight.*”

## *The* 20th Century Sanitary Fountain

is the original “Syrups-in-Sight” Fountain, and is *absolutely* sanitary. If you want the confidence of the public, if you want good returns for your money, investigate. We like investigators. We sell them the 20th Century Sanitary.

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(Exact size of cut)

## PLACE THIS "SILENT SALESMAN"

in your show case and see it work for you. The Swiss Electro Chemical Ring is not an ignorant charm or faith cure, but a scientific medium for the elimination of uric acid from the blood. The secret, the power, the merit in this Ring lies in the combination of the various metals of which the Ring is made. No matter what the trouble is, it is caused by excess of uric acid, the S. E. C. Ring effects a cure. S. E. C. Rings are worn by the most progressive persons in every community—bankers, lawyers, clergymen and physicians. Notice our guarantee. Notice the following:

SWISS AMERICAN RING CO., Detroit, Mich.  
Gentlemen—My customers are pleased with the work of the S. E. C. Ring. (Signed) JOHN HOPP, Mgr., Slough Creek L'd, Stanley, B. C.

SWISS AMERICAN RING CO., Detroit, Mich.  
Gentlemen—Send us 24 plain Rings and "Silent Salesman." (Signed) JOHNSON & JOHNSON, Charlotte town, P. E. Island.

The Swiss Electro Chemical Ring is not a question of faith—it "delivers the goods."

33 Congress St. Detroit, Mich.



# DRUGGISTS! MAKE MORE MONEY

**EFFECTIVE  
DISPLAY  
PERMANENT  
NEATNESS  
CONVENIENT  
ARRANGEMENT  
LASTING  
SERVICE**



ARE MONEY MAKING FEATURES AND ARE GIVEN YOU IN THE

**Drug Fixtures=Show Cases=Soda Fountains=Illuminators**

MANUFACTURED BY

**THE CLEVELAND STORE FIXTURE CO.**

OFFICES

302-308 SENECA ST.,  
COR. COLUMBUS.

Write for Catalog.

CLEVELAND, O., U. S. A.

FACTORIES

151-159 CASE AVE.  
1046-1052 HAMILTON ST.



## *A Physicians' Typewriter*

The Smith Premier Typewriter for physicians has, in addition to the regular keyboard, all the special characters used in the medical profession. It is a great saver of time and an aid to legibility, and is highly commended by the many physicians now using it.

Send for our diagram of the keyboard and our little book explaining why the

**SMITH PREMIER**  
IS  
**The World's Best Typewriter.**

THE SMITH PREMIER TYPEWRITER CO.,

Factory, Syracuse, N. Y.

Executive Office, 297 Broadway, N. Y.

Branch offices in all large cities.



## *Pierce Underwood says,* **"DON'T WORRY-WORK"**

He never had an old style, sweaty, dripping, sour smelling microbe incubating soda fountain, if he had **WORK** would only have increased his **WORRY**. If you have one of them you know; if you haven't and are considering the installation of a soda fountain, investigate well before you buy.

The Sanataire System of fountains is the latest product of the new century, and marks an epoch in soda fountain construction. The many features that make the Sanataire System superior to others suggest themselves: sanitation (doing away once and for all time with the unsanitary marble and onyx boxes used on all other makes of fountains), beauty of design,

broad mirror effects, substantial saving in ice, and last but not least, **COST**. Therefore, **DON'T WORRY**

**WORK**, with the ultimate possession of a Sanataire fountain in view, and when you get it *your* **WORRY** and **WORK** will be over. Send for book J.

### **ACORN BRASS MFG. CO.**

Green, Fulton & Peoria Sts.,

**CHICAGO - ILL.**

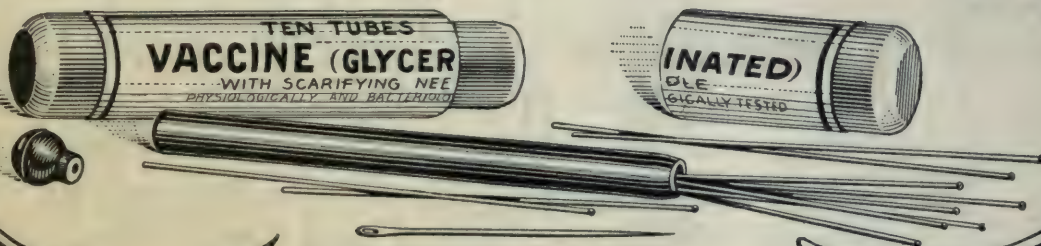




# VACCINE

(GLYCERINATED)

**BACTERIOLOGICALLY & PHYSIOLOGICALLY TESTED**



## KEEP IT IN STOCK

Parke, Davis & Co.'s Vaccine is pure and active.

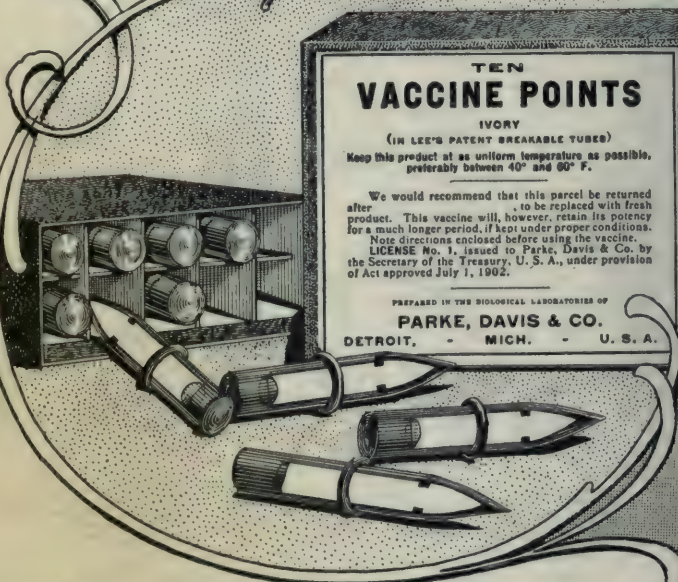
It has the favor of physicians to an extent unknown to any other virus.

It is the most extensively advertised and best selling vaccine in the world.

### NET PRICES.

Capillary Glass Tubes (hermetically sealed), per box of ten, 60 cents;  
per box of three, 20 cents.

Ivory Points (each in a Lee's breakable glass case), per box of ten, 60 cents.



## PARKE, DAVIS & COMPANY.

LABORATORIES: DETROIT, MICH., U. S. A.; WALKERVILLE, ONT.; MOUNSLOW, ENG.

BRANCHES: NEW YORK, CHICAGO, ST. LOUIS, BOSTON, BALTIMORE, NEW ORLEANS, KANSAS CITY, INDIANAPOLIS, MINNEAPOLIS, MEMPHIS, LONDON, ENG.; MONTREAL, QUE.; SYDNEY, N.S.W.; ST. PETERSBURG, RUSSIA; SIMLA, INDIA; TOKIO, JAPAN.



# Complete Holiday Advertising Campaign For \$100

## SELL YOUR HOLIDAY GOODS

The November issue of my Supplemental Advertising Service for retail druggists contains an amount of holiday advertising which would cost you over \$100.00 if prepared especially for you. It will embody a complete holiday advertising campaign including a handsome holiday booklet, a folder, a full page newspaper ad, also a half and quarter page ad, as well as numerous smaller ads covering all lines carried by druggists anywhere. It will give instructions for conducting a successful holiday campaign, with novel suggestions, schemes, plans and window displays, such as I have in the past employed in booming the holiday business of hundreds of druggists throughout the country.

In addition, this issue will contain the usual amount of advertising for other seasonable goods.

There is no druggist who handles a line of holiday goods who cannot get several times the cost out of this issue. This will be a good opportunity to investigate the merits of the service, to relieve yourself of the entire burden of preparing holiday advertising, and to insure a splendid holiday business.

There will be no increase of price for this holiday issue of Manning's Supplemental Service. \$1.00 cash with order gets it—unless some one gets ahead of you. The Service is supplied to but one druggist in a locality. If I am unable to accept your order your money will be promptly returned. If you order and are not more than satisfied, return the Service and your dollar will be gladly refunded. Ready November first.

ULYSSES G. MANNING,      WRITER OF      SOUTH BEND, IND.  
DRUG ADVERTISING





19th EDITION NOW READY.

# MAKE MORE MONEY

## INCREASE YOUR PRESCRIPTION WORK.

*Are you doing all that you can to stimulate and strengthen the most profitable branch of your business?*

*Are you getting your share of prescription work?*

*Is this department of your store paying what it ought to pay and might pay?*

## CULTIVATE YOUR DOCTORS.

To each of your physician friends make a present of one of our Perfect Call Lists, with your compliments embossed on the cover. This useful pocket companion will keep your store constantly in the eye of the doctor. Every time the book is opened your name or that of your pharmacy will respectfully remind him that his prescriptions will be appreciated. You will get handsome returns from a small investment.

## A SERVICEABLE GIFT.

The Physician's Perfect Call List is designed primarily for the systematic and convenient keeping of accounts. It is a handy pocket bookkeeper—all the bookkeeper that the physician needs. It will save the doctor many dollars a year which would otherwise be lost to him through lack of system. Numerous features of ready reference add to its practical value.

The book is of convenient size for the pocket, is handsomely bound in morocco, and has full gilt edges. It makes a gift which any physician would be glad to accept.

**PRICE \$1.50 EACH, LESS 25 PER CENT TO THE TRADE.**

*Name of physician, and your own name and compliments, embossed in gold free of charge.*

We take thousands of orders every year from druggists. Let us have **YOUR** order.

**E. G. SWIFT, PUBLISHER, DETROIT, MICH.**

P. O. Box 484.



# SEXUAL IMPOTENCE IN MALE AND FEMALE.

(THIRD EDITION)

By WM. A. HAMMOND, M.D.

Probably more unhappiness is caused by Sexual Impotence than by any other disease that affects mankind. Dr. Hammond discusses causes, symptoms, and treatment.

**JUST REDUCED FROM \$3.00 TO \$2.00.  
PRICE STRICTLY NET CASH WITH ORDER.**

E. G. SWIFT, Medical Publisher,

P. O. Box 484,

DETROIT, MICHIGAN.

## IMPORTING DEPARTMENT, PARKE, DAVIS & CO.

90, 92, 94 MAIDEN LANE, NEW YORK.



PHOTOGRAPH SHOWING ORIGINAL  
PACKAGES

**COD-LIVER OIL,  
GUM ARABIC,  
AMERICAN SAFFRON,  
KOLA NUTS,  
CINCHONA BARK,  
TINNEVELLY SENNA,  
RHUBARB ROOT,  
RIO IPECAC ROOT,  
COCA LEAVES.**

WE ARE THE LARGEST

**Importers of Crude Drugs**

IN THE UNITED STATES.



WE ARE HEADQUARTERS FOR EVERY PRODUCT WE LIST

# C. F. BOEHRINGER & SOEHNE

## MANUFACTURING CHEMISTS

7 Cedar St.  
NEW YORK



### BOEHRINGER'S

Chemicals can be obtained in all size packages from leading  
Wholesale Druggists everywhere. Full descriptive Price-  
List mailed to Druggists on request.

Highest Standard Quality at Lowest Current Prices.



### "B. & S. Brand" CHEMICALS

Acetanilid, Acid Benzoic, Acid Camphoric, Acid Chrysophanic, Acid Gallic,  
Acid Lactic, Acid Phosphoric, Acid Pyrogallie, Acid Salicylic, Aconitine,  
Agaricin, Apiol, Apomorphine, Arbutin, Atropine, Caffeine, Camphor  
Monobrom., Chinoidine, Chloral Hydrate, Cinchonidine, Cinchon-  
ine, Cocaine Muriate, Codeine, Colchicin, Coumarin, Creosote-  
Beechwood, Elaterin, Elaterium, Ergotin-Bonjean, Eserine,  
Eucalyptol, Extract Malefern, Ferratin, Glycerine,  
Guaiacol, Hydrochinon, Hyoscyamine, Iron by  
Hydrogen, Lactophenin, Papain, Paraldehyde,  
Picrotoxin, Pilocarpin, Quinidine, Quinine  
Sulphate, and all Cinchona Salts; Resin  
Scammony, Resorcin, Salicin,  
Santonin, Scopolamine, Sparte-  
ine, Strophanthin, Strych-  
nia, Terpin Hydrate,  
Theophyllin, Thy-  
mol, Urethane,  
Veratrin,  
etc., etc.

Largest Makers in the World of

**QUININE  
SULPHATE**

**B & S**

Largest Makers in the World of

**COCAINE  
HYDROCHLORATE**



## THE SCRAP BOOK.

"My dear sir," said the old lady to the milkman, "I hope you do what you can to promote the temperance cause."

"I have given the strictest orders, mom, that none of my employees put wine in any milk I sell. Nuthin' stronger than water is permitted by me."

CHAS. PFIZER & Co. manufacture a particularly fine line of bismuth preparations. Their bismuth subnitrate is an exceptionally pure, white article, free from arsenic, and is especially recommended for all therapeutic purposes. Their bismuth subgallate is also highly recommended by the profession.



PRESIDENT: I would like yez all to wear th' same color neckties phin yez wear full dress to-morrey.

Pat: Grane or rid?

DUST INSURANCE.—Insurance against loss by fire, and insurance against the risk of death, are familiar and necessary phases of business life. The craze for insurance in this country has not reached the state of the English Company, which offers to insure families against the birth of either boy or girl babies or twins, but we have credit insurance, liability and accident insurance, and the latest is Dust Insurance. There is no question but what Dust Insurance is badly needed, for every dealer knows that the aggregate loss on stock through dust exceeds the losses by fire many times over. And the advertisement that has recently appeared in many of the trade papers, "Dust Insurance, a New Idea for Business Men," has been given unusual attention by merchants and manufacturers, and the Milwaukee Dustless Brush Co., who are the originators of this clever idea, have reaped a harvest of orders, and have added a thousand more names to their list of satisfied customers.

HIS YEARN.—Poor Feebles (about to be operated on for appendicitis): "Doctor, before you begin I wish you would send and have our pastor, the Reverend Mr. Harps, come over."

Dr. Cutter: "Certainly, if you wish it, but—ha!—"

Feebles: "I'd like to be opened with prayer."—*Life*.



Investigate *"Quick Sales"* Show Cases



**SUPERIOR AND SUPREME, COMPARISON PROVES IT.**

Compare our show cases part by part with any and all others. You will find them superior and supreme in every respect. The remarkably low price of our show cases, quality considered, will appeal to you. We make them for inside and outside use.

Let us send you illustrated descriptions and prices.

**DETROIT SHOW CASE CO.**

"SHOW CASE BUILDERS TO PROGRESSIVE MERCHANTS,"  
DEPT. E,

482 to 490 Fort Street West, Detroit, U.S.A.  
JOHN PETZ, Pres. and Supt.

Canadian Branch, Windsor, Ont.  
HERBERT MALOTT, Sec. and Treas.

## REMOVAL

We wish to announce to our trade that September 1st, 1904, we removed our plant from Buffalo to Le Roy, N. Y. We take pleasure in informing you that we intend during the coming season to advertise "Vernal Palmettona," and also our other preparations, in the newspapers, and also expect to cover this country very thoroughly by house to house distributing. Kindly look over your stock and see that you have our preparations upon hand, to meet the demand which will surely come.

**VERNAL REMEDY COMPANY,**  
LE ROY, N. Y.



**AN EXAMPLE OF FLIPPANCY.**—Prof. Francis A. March, the noted philologist, of Lafayette, is an officer of the Phi Beta Kappa fraternity, and at one of the fraternity meetings, apropos of flippancy, he said:

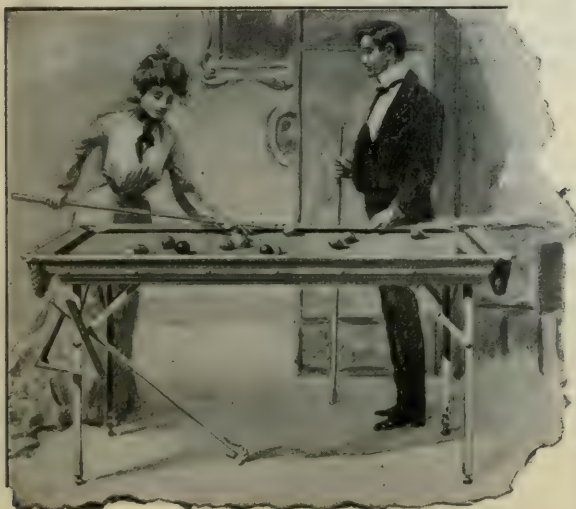
"An old friend of mine told me the other day of a remark that a young man had made to him. This remark is interesting, because it illustrates the flippancy, the impudence, that passes for wit among a certain class of youth.

"My friend is rich, and he said to the young man:

"Save. Economize. I laid the foundation of my fortune by saving street-car fares."

"I didn't know you had ever been a conductor," the young man answered. And he added to this: 'It couldn't be done in these days, anyhow, on account of the fare-registering machines.'"—*Cincinnati Enquirer*.

**WHAT BETTER FOR A CHRISTMAS PRESENT?**—Christmas is approaching and parents must soon begin to plan surprises for the young members of the family. Perhaps nothing appeals to a boy of sixteen or eighteen years of age more



than the game of billiards or pool, but he is denied the pleasure on account of the usual associations of the game. Played in the home the game is innocent and very entertaining.

The Carrom-Archarena Company, Ludington, Mich., make a line of Combination Tables which are intended for home use, and these run in price from \$20.00 to \$200.00.

The accompanying cut illustrates one of their portable \$35.00 tables. Their catalogue is free for the asking. Mention the BULLETIN OF PHARMACY in writing.

**MR. LAUTIER FILS**, of Grasse, France, the well-known manufacturer of essential oils, received the highest award at the St. Louis Exposition in his line—secured the Grand Prize! This is the only firm in Grasse which has ever obtained such an award. Mr. Lautier also received a gold medal at an exposition held early this year in Vienna. He is the owner of many gold and silver medals and other first prizes from a number of expositions. Mr. Lautier's sole agents in this country are Messrs. George Lueders & Co., of New York, who have branches in Chicago, Philadelphia, San Francisco, and the City of Mexico.

## THE NEW YORK MARKET.

**ADVANCED.**—Anise Seed; Aniline Oil; Acetic Acid; Camphor; Carbolic Acid; Carnauba Wax; Coriander Seed; Cod-liver Oil; Glycerin; Grape Sugar; Glucose; Gum Mastic; Gum Kino; Lady's-slipper Root; Lycopodium; Myrrh Siftings; Quicksilver; Unicorn Root; Saltpeter.

**DECLINED.**—Cantharides (Russian); Chloroform; Colchicum; Dandelion Root; Menthol; Opium; Sarsaparilla (Mexican); Saffron Flowers (Valencia).

The business of the past month has been marked by steady consuming demand, all lines having moved in good volume, with almost complete absence of speculation, indicating a most healthy tone. This steady though not unusual demand has resulted in an upward tendency on many important staples, and very few reductions in price are to be noted, and the outlook is vastly better than at this time last month.

**OPIUM.**—The basis of value is slightly lower than at my last report. This is apparently one of the quiet seasons on this article, with demand very moderate, but market steady.

**QUININE** is in only limited demand, with business largely in meeting contracts. The season will soon undoubtedly have an influence on this product. Meanwhile the market has a steady tone, and while the article will without question hold its own, an advance is hardly to be looked for in view of the large stocks of crude material held in foreign markets.

**ESSENTIAL OILS.**—The Messina essences are moving steadily and all varieties are held in good volume. Citronella is in good consuming demand on a strong market; and there are reports that a scarcity is imminent in the primary market. The impression of great scarcity of Peppermint does not obtain so widely as it did a few weeks ago, and the market is quiet, though steady.

**COD-LIVER OIL.**—A more active market is to be reported, seasonable demand having developed, resulting in a slight advance. Reports from the producing district confirm the fact that supplies there are greatly depleted, and without doubt higher prices must obtain.

**BARKS.**—White Pine, Wild Cherry, and Sassafras barks are said to be in very light supply, and the quality of the latter now offered is so poor as to be hardly considered available for stock. The tendency of the market on Cottonroot is lower, and the market in all directions is dull, despite the apparent scarcity of supplies.

**MENTHOL.**—The article has again declined, even in the primary market. Under present conditions of trade, and the impossibility of securing new stocks for many weeks, this seems remarkable; but the fact seems now to be established that overproduction is responsible for the present depression. However, the fact that possibly new supplies will not reach this market before the depletion of present holdings leads to a more hopeful view as to values in the near future.

**CARNAUBA WAX.**—The uncertain conditions of the new crop, reports being unfavorable, have resulted in an advance in the foreign market. Stocks here are held mostly in second hands, and no material advance has been made.

**HERBS AND LEAVES.**—Peppermint is held firmly and supplied are not abundant. Short Buchu is also in light supply, and such as is held here is of inferior quality. Senna is reported scarce in the home market; but no advance in price has yet been made.

**GUMS.**—Nearly the whole line is tending upward. A sharp advance was made in Camphor a few days ago. Kino is firmly held at the late advance. Chicle is the only article held on an easy market, although some speculative movement was noticed during the past week.

New York, Nov. 28, 1904.



WE RESPECTFULLY CALL ATTENTION TO THE

# “HEYDEN” Label of

Salicylic Acid

Garantose (550 times sweeter than sugar)

Sodium Salicylate

Oil Wintergreen

Salol

Guaiacol (liquid and crystals)

SPECIAL PRICES OFFERED FOR  
FORMALDEHYDE 40% BY WEIGHT AND 40% BY VOLUME.

## THE HEYDEN CHEMICAL WORKS

NEW YORK, 40-44 Pine St.

CHICAGO, 152-158 Lake St.

NEVER forget to notice the N. Y. Q. advertisement on the rear cover page of the BULLETIN. It is a regular feature of the BULLETIN month after month. For artistic excellence these advertisements are unexcelled.

“LEAVING the flat, Jonesy?”

“Yes. My folks want to be more private and are going to a hotel.”

THERE is one house of manufacturers in the show-case line who will give you advice as well as sell you show-cases. If you will describe your store, and tell what you want to do, they will make suggestions that will be of the utmost value to you. This house is the Grand Rapids Show Case Co., of Grand Rapids, Mich. The “Expert” is a man of great experience and unusual ability, and he is always glad to be of service to retail druggists.

“WHAT, don’t you take a vacation? You certainly need it.” “Yes, but I can’t. You see, somebody must be in the office while my clerks are taking theirs.”—*New York Herald*.

EVERY once in a while the editors of the BULLETIN are asked how castor oil may be made “tasteless.” The most effective manner is to use some powerful sweetening agent. None is better for this purpose than “Garantose.” This is 550 times sweeter than sugar. The manufacturers are The Heyden Chemical Works, 40 to 44 Pine Street, New York City, or 152 to 158 Lake Street, Chicago.

ANOTHER ONE FROM CLASSIC BOSTON.—She was from the country and visiting in Cambridge. She and her hostess entered a street-car late one evening after a Harvard function.

“The car is filled with alumni,” observed the hostess.

“Yes,” answered the visitor. “I noticed it as I entered. Do you not think that we should ask the conductor to open a window and allow some of it to escape?”—*Boston Evening Record*.

THERE are several advertising experts in the United States. Some are good, some are better, some are not so good. If you utilize the services of Ulysses G. Manning, of South Bend, Indiana, you will find that his “stuff” is of prime quality. It pulls trade every time. Besides being a forcible advertising writer, Mr. Manning is a retail druggist, and he knows exactly what point of view to take and how drug customers must be approached. For druggists who do not care to have him write advertising especially adapted to their particular needs, he has a general service which is very cheap, and the value of which is worth far more to any druggist than the small cost involved.

“SHE loves him more than he knows.” That’s easy. He doesn’t know anything.”—*Philadelphia Bulletin*.

THE best thing on the market in the shape of a detachable leaf ledger is the “Are-and-be” manufactured in Detroit by the Richmond & Backus Co. A cut of this is shown on advertising page 17 of the present issue of the BULLETIN.



# ESSENTIAL OILS

THE **D&O** BRAND

THE STANDARD OF QUALITY

Order from your wholesaler in original packages under our label and guaranty seal, 1 ounce and upward.

**DODGE & OLCOTT**

NEW YORK

A SKETCH OF EPHRAIM PLUMMER.—The following biographical notice of Mr. Plummer is clipped from a recent issue of the *American Druggist*:

Ephraim Plummer, the energetic subject of this sketch, first saw the light of day in 1845 at London, Ont. He had the ordinary experiences which fall to the lot of youngsters, and was apprenticed to an apothecary at the age of 13. Mr. Plummer states that there was a great disparity in the equipment and methods of the old time shops compared with those of the present day, but the work was of a practical kind and he gained much valuable information. Aniline dyes were unknown in those days, and our apprentice spent much of his time in parceling quantities of madder, logwood chips, copper sulphate and other materials used in dyeing. Later he got an insight into the details of the jobbing business by securing employment with a wholesale firm in Toronto. After another experience in the retail business he realized the necessity of a change of vocation, and he engaged in the collection of native drugs, marketing tons of slippery elm bark, mandrake, blood-root, gold thread, etc. He then operated a store for about six years in London, Ont. Here the chase for the wary nickel and the accommodation of postage stamp and directory fiends brought on ill-health and he disposed of his business. For a few years he was free from the cares of the drug trade, until early in 1899 he became a knight of the grip, since which time he has been propounding the theory and practice of commercial and professional integrity as exemplified by the house of Parke, Davis & Co. During his term of service he has traveled through a greater portion of Canada and a majority of the States east of the Rockies. He has served in various capacities as necessity demanded, to the credit of himself and the success of his house. Mr. Plummer is still pushing the Parke, Davis & Co.'s interests with characteristic vigor, and at present is connected with the New York office.

MR. NOOVO: "Want to marry one o' my girls, eh? Well—I don't know. Which one do you want?" The Count: "Ach, I should be so embarrassed to say; dey are both so beautiful. Vicheffer you please, Herr Noovo."—*Puck*.

SPECIFY "Rosengarten's" when you want to be sure that your medicinal chemicals are pure and of the best quality.



Though a poison and originally designed for Rats and Mice, experience has demonstrated it the most effective of all exterminators of Roaches, Ants and Bed Bugs. Always does the work and does it right. Fools the rats and mice but never fools nor disappoints the buyer. Knocks a bed bug silly and puts roaches out of business in a jiffy.

15c, \$1.20 doz.; 25c, \$2.00 doz.

**Rough on Roaches and Ants**

Non-Poisonous—15c, \$1.20 doz; 25c, \$2.00 doz

**Rough on Fleas** Powder, 25c, \$2.00 doz  
Liquid, 25c, \$2.00 doz

The Powder is best adapted for Fleas on Dogs, etc. The Liquid for Fleas in the House, in Carpets, Rugs, Clothing, etc. The Liquid may also be used on Dogs and for Moth.

**Rough on Bed Bugs** Liquid, 15 & 25c  
\$1.20 & \$2.00 doz

**Rough on Moth and Beetle** 2 lb. cans  
35c, \$3 doz

**TO JOBBERS.** On orders one kind or assorted, \$36 gross, and over 10 per cent. discount and freight paid. For cash with order 2½ per cent. may be deducted.

E. S. WELLS, CHEMIST, JERSEY CITY, N. J.

THE Whitall Tatum Co. are showing this month some very useful and salable medicine glasses. Consult their customary announcement on advertising page 1.

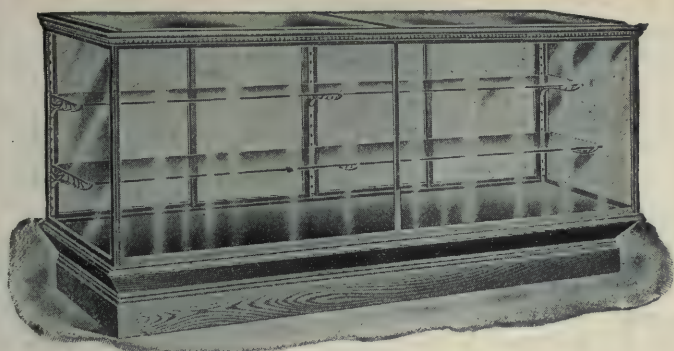


"How early did he betray evidence of being a great musician?"

"Why, even before he could talk he was dead stuck on himself."—*Life*.

THE Whitney Glass Works, with factories and home offices at Glassboro, N. J., are headquarters for everything in the way of high-grade bottles and vials—in amber, green, flint and everything else.





## QUINCY SPECIAL

A Floor Case, high grade, at low prices. Made knock down or set up. Size 42 inches high, 26 inches wide, outside measure. Doors slide on our noiseless sheaves. Case has ribbed glass or wood shelves, resting on nickel adjustable key-hole brackets.

PRICE, STYLE A, ALL DOUBLE THICK GLASS CASE:

4 ft., \$14.66; 5 ft., \$18.33; 6 ft., \$22.00; 8 ft., \$29.33; 10 ft., \$36.66; 12 ft., \$43.99.

PRICE, STYLE D, BEVEL PLATE TOP, BALANCE D. S. A GLASS:

4 ft., \$19.11; 5 ft., \$23.88; 6 ft., \$28.66; 8 ft., \$38.22; 10 ft., \$47.77; 12 ft., \$57.33.

FOR FULL DESCRIPTION SEND FOR CIRCULARS.

WE SEND  
FREE  
CATALOGUE  
No. 34  
OF DRUG  
AND  
JEWELERS'  
FIXTURES.



## No. 501 SPONGE CASE

OVAL TOP.

Dimensions, 60 inches high, 22 inches front, 20 inches side; 4 wire shelves, 4 self-closing doors.

OAK, PRICE \$11.00.

**QUINCY SHOW CASE WORKS, - - - Quincy, Ill., U. S. A.**

Mention Bulletin of Pharmacy.

J. G. BONE, of Dunmore, Scranton, Pa., author of the Sunday rest resolution unanimously adopted by the N. A. R. D. St. Louis convention, which requests druggists to restrict their Sunday trade to "work of necessity and mercy, would be pleased to receive a postal-card expression of the views of proprietors and drug clerks regarding this important matter.

**REDUNDANT ANSWERS.**—Joseph, the celebrated Paris chef, was not what might be called an accomplished literary man. At the same time he conceived the idea that a cookery-book from his pen would fill a long-felt want. He set to work, but, fearing that he had made some mistakes in composition, he submitted the work to a literary critic who promised to go through it and correct it where necessary. After a day or two the critic brought it back. "Yes," he said, "it's all right so far as I can see; but I rather fancy you've been a little redundant in your recipe for lemon pudding." "Have I? How's that?" asked the chef. "Well, you see, you say here, 'Then sit on a hot stove and stir constantly.' Now, I really do not see how any one is going to sit on a hot stove without stirring constantly, so I think you can do without that sentence, don't you know!"

**DRUG MILLS**—among the best and most efficient on the market are those made by Mead & Co., 20th Street & M. C. R. R. Station B., Detroit, Mich. Send for an illustrated catalogue to this house, and don't forget to mention the BULLETIN in doing so.

**THE RIGHT MR. WRIGHT.**—Some time ago a group of men, including Carroll D. Wright, were discussing some of the weighty problems then before the president, when the question was put to them collectively, "How would you like to be president of the United States, having these problems to face?" Each replied, and a Democrat in the company was so pleased with Mr. Wright's reply that he said to him, "If you were a Democrat I would like to see you in the presidential chair at this time."

"I appreciate your compliment very much," the labor commissioner is said to have replied, "but with all respect to your great party I would rather be Wright than president."—*New York Herald*.

**A REMARKABLE OFFER**—an offer holding good until January 15th only—is made by the Critic & Guide Company of 119 E. 128th St., New York. Any one sending in a dollar for a year's subscription to the *Critic and Guide* will receive Dr. Robinson's "Quiz-System of Pharmacy" absolutely free. The journal has won for itself a unique position in journalism by its powerful and fearless editorials, and by its being different from any other journal published. The "Quiz-System of Pharmacy," well bound in cloth, is very complete. The *Critic and Guide* for one year and the "Quiz-System," combined, for one dollar is an unparalleled bargain.

**SHE:** "How fast gossip does travel."

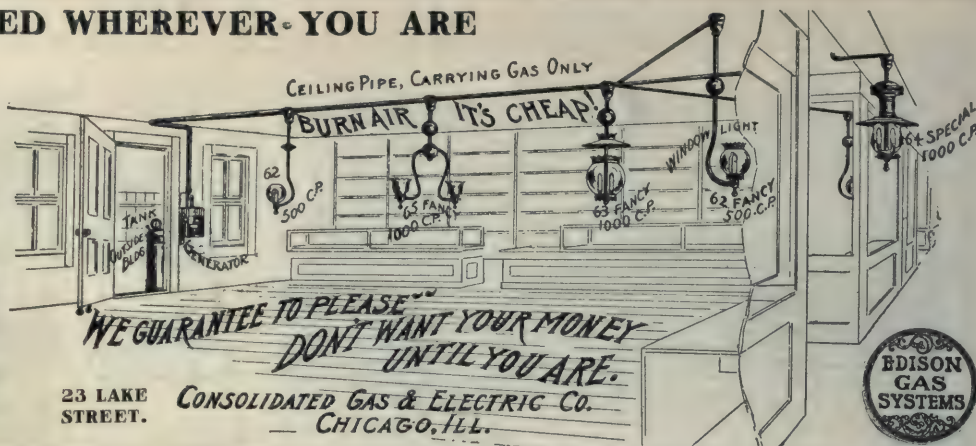
**He:** "Yes. Dame Rumor must have an automobile."—*St. Paul Pioneer Press*.



## WORLD RENOWNED WHEREVER YOU ARE

OVER 25,000  
IN USEArgument or no Argument.  
Druggist You Need Light.

Unless you have an "EDISON GAS SYSTEM" you haven't good light. There is no lighting System in the World that has met with such wonderful success as the "EDISON GAS SYSTEM." When you buy get the BEST—Investigate—The more you do the more certain we are of your order. We absolutely guarantee "EDISON GAS SYSTEMS" to please you and to please each and every one of your valued customers.

Pharmacy Highland Park College  
DES MOINES, IOWA

**RESIDENT COURSES** I—Regular Ph. G. Course.  
II—Special Course to prepare students for examination before State Boards. The largest and best equipped College of Pharmacy in the United States. School the entire year. Students present from almost every state in the Union. Expenses very reasonable.

**CORRESPONDENCE COURSE** The best Correspondence Course in Pharmacy before the public. The Course is complete in every detail, but easy to master. Students enrolled in all parts of the United States. We can prepare you for your examination before any State Board of Examiners. Send for free catalogue. Mention course in which you are interested. Address,

HIGHLAND PARK COLLEGE OF PHARMACY, DES MOINES, IOWA

**RHEUMATISM RINGS.**—The manufacturer who makes it a rule to work with the retail druggist is on the right track. The Swiss American Ring Co., of Detroit, who make a specialty of the Swiss Electro-Chemical Ring, which is guaranteed to cure rheumatism and in fact all uric acid ailments, by eliminating the acid from the blood, makes it a point to coöperate with the druggists. The general advertising of this company is directed with that aim in view. Their ring and its eliminative qualities are becoming well known. Whenever an inquiry is received from a sufferer who wants a ring, it is always referred to the local druggist who carries a stock of the Swiss Electro Chemical Rings. Their full page advertisement in this issue of the BULLETIN is worth reading from the fact that the merit of their Ring is beyond question and the liberality of the Company to the drug trade very marked. Every druggist who desires to be up-to-date should write and get confidential terms and exclusive agency, if possible.

A horse, they say, is man's best friend,  
Whose love is loyal to the end;  
And yet this friend, with form reversed,  
Runs seventh when you've played him first.  
—Washington Star.

EVERY drug jobber or patent-medicine proprietor will be interested in the following letter from the well-known house of Frederick Stearns & Co.:

DETROIT, MICH.

The Schutz-O'Neill Co., Minneapolis, Minn.:

DEAR SIRS—Replying to your letter of the 27th ult., will state that we have had one of your 20-inch "Limited" mills for some time, and for the purpose for which it has been used it has given the best of satisfaction.

Very truly yours,

FREDERICK STEARNS &amp; CO.

## YOUR NAME



free on decorative glass sign through your jobber—also 1 dozen assorted cement free to those who have never handled

## MAJOR'S CEMENT

Send us your jobber's name for our free offer. Made in three varieties—China—Rubber—Leather.

15 CENTS A BOTTLE.  
\$1.20 A DOZ. \$14.40 A GROSS.

ALPHONSE MAJOR,  
461 PEARL STREET, NEW YORK CITY.

**A PIECE OF LUCK.**—Physician: The truth can no longer be hidden, madam. I am obliged to tell you that your little son is—er—weak-minded; that is—well, it must be said—he is an idiot.

Mrs. Highup: How fortunate it is that we are rich! No one will ever notice it.—*New York Weekly*.

**HIGHEST AWARD TO "M. C. W." CHEMICALS.**—As we go to press, information reaches us that the Mallinckrodt Chemical Works of St. Louis and New York has received the highest award on their excellent exhibit of medicinal and photographic chemicals at the Universal Exposition of St. Louis. Any other verdict would have been a great disappointment to the thousands who have seen this display since the exposition opened. We extend congratulations.

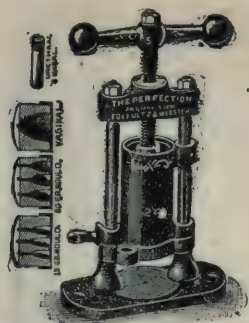
"I SUPPOSE that Mrs. Newly gave you a nice warm reception."

"No; ice cream, frozen pudding, cold punch, and electric fans."

**ARMSTRONG** corks are known to every dispenser; it isn't necessary to blow their horn. The "Circle A" and "Circle B" brands are used wherever prescriptions are dispensed.

**AUNT SURPRICE.** "How peacefully still and solemn it always is on Sunday!" Little Nephew: "Yes, auntie. That's because so many children's papas is at home."—*Brooklyn Citizen*.





Perfection Suppository Machine.



Diamond Ointment Block.

Let us send you our little booklet "A Few Specialties" describing the Eureka Spatula, "Perfection" and "Pearl" Suppository

Machines, Diamond Ointment Block, and many other labor-saving devices indispensable to the progressive pharmacist.



Eureka Spatula.

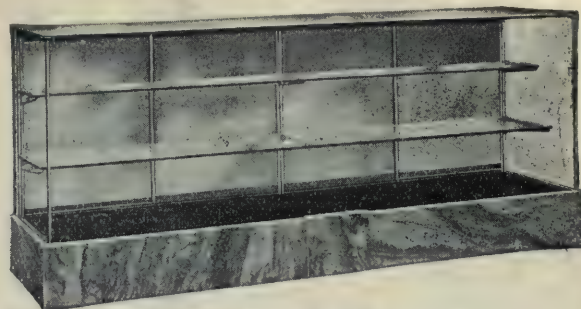
FOX, FULTZ & CO.,  
BOSTON.  
LILLBRIDGE-WEEKS-  
THURLOW CO., New York.

The Paper and Cover of this  
Publication are made by

**GEO. F. KENNY PAPER CO.**

DETROIT, MICH.

Paper of every description  
is made by us



THE TRADE MARK OF QUALITY

PHILLIPS'  
ALL  
GLASS

*Silent Salesman*  
TRADE MARK

SHOW  
CASES

ARE WITHOUT A PEER IN BEAUTY AND EFFECTIVENESS.

They represent the latest and the best that has been done in show cases. Made with the best French plate glass, put together without a hole or a rivet—(thus insuring against breakage)—best German plate mirror doors on ball bearings and metal track—heavy French plate shelves on adjustable, nickel-plated brackets—solid marble base—dimensions, 42 inches high x 26 inches wide.

Constructed to ship knock down at first-class freight rates—easily set up—in short, from any point of view, the strongest, hand-somest, and best All Glass Show Cases on the market.

Further particulars and a catalogue of the finest line of show cases in the world will be sent on application.

**JOHN PHILLIPS & CO. LTD.**  
DETROIT, MICH. EST. 1884. WINDSOR, ONT.  
MAKERS OF SHOW CASES FOR MEN WHO KNOW.

**THE CONTINENTAL CORRESPONDENCE SCHOOL.**—The aim of this institution is to prepare young men and women, who cannot afford the time and expense of attending college, to meet the requirements of the various Boards of Pharmacy. The course offered by this school is claimed to be the equal of a college course. Although in existence but a short time, this school already numbers among its students men and women from almost every State in the Union. Students attending colleges of pharmacy find this course of great aid in preparing their quizzes and examinations, thus saving the purchase price of books. Write them for particulars and testimonials from students and graduates.

"PAT," said the philanthropist of the neighborhood, "there is not a living creature but what appreciates kindness."

"I axes your pardin, sor, but my nose wore as straight as any man's till I troied to brush off a horse floiy thot was stingin' the hind leg of a mule."

A VERY useful suppository machine is shown this month in the advertisement of Fox, Fultz & Co. Consult the "Index to Advertisers" on advertising page 3.

**A BOON TO THE BOW-LEGGED.**—The man who "cannot stop a pig in an alley" need not despair. There is hope for him. His perambulating machinery may suggest anything but the shapeliness and poetry of the legs of an Apollo or an Adonis, but what boots it if the defects be successfully concealed? And that is precisely the task that a Buffalo (N. Y.) house,

the Alison Company, has set itself to perform—disguising the deformities of bow-legged men. How do they do it? So simply that one wonders somebody did not think of it before. Briefly told, the company manufactures a device to be worn on the inner side of the leg, either above or beneath the underwear, giving a straight line to the trouser and effectually hiding the objectionable curve. The contrivance, which is known as a "leg form," is of pneumatic rubber, covered with satin, and may be inflated to any extent desired. These forms are made in rights and lefts, are very light, easily and quickly adjusted, fit perfectly, and do not cause the slightest discomfort. There are a good many other points about them deserving of mention, not the least of which is the moderate price at which they are sold. They are fully explained in a little booklet called "Form" which the company issues, and which, if you have bowed legs and are sensitive, we advise you to write for. We are not paid to exploit the Buffalo firm's invention, and have no interest (present or prospective) in the success of its venture; but we have reason to believe that the "forms" will do what is claimed for them, and we sympathize with the man with the bandy legs.

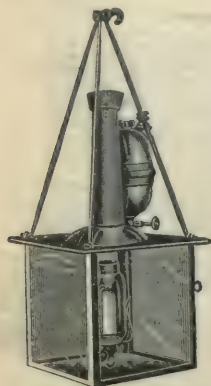
**A QUESTION OF TIME.**—"What does Smartly mean by eternally saying that he is about to wind up his affairs?"

"All the 'affairs' he has is a Waterbury watch."

How?—"They say that laughter is good for indigestion?"

"Maybe, but how the thunder's a fellow going to laugh when he has indigestion?"





500 Candle Power Diamond Headlight. Outdoor Lamp.

## MAKE YOUR OWN GAS FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

### BRILLIANT GAS LAMPS

Anyone can use them. Are better than Kerosene, Electricity or Gas and can be run for less than half the expense. The average cost

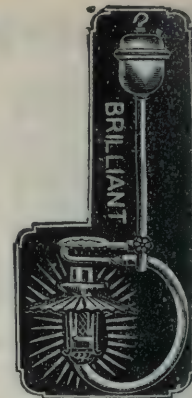
**IS 15 CENTS A MONTH**

Our B. o. P. Catalogue tells all about them and our Chicago system.

We call special attention to our Diamond H. L. Outdoor Lamp "THAT WON'T BLOW OUT," just right for store fronts, and all outdoor lighting.

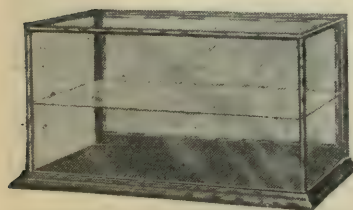
**MAKES AN ATTRACTIVE SIGN**

**BRILLIANT GAS LAMP CO., 42 State Street, Chicago, Ill.**



100 Candle Power.

## \$6.50 BUYS THIS "Quick Sales" ATTRACTIVE NOVELTY DISPLAY CASE.



Just the thing for the top of other show cases, for novelties, toilet articles, smokers' goods, stationery, confections, fancy goods, jewelry and a hundred and one other articles.

Style A, 26 in. long, 14 in. wide, 13 1/2 in. high. Oxidized copper frame. Glass Shelf. Mirror door. Felt-lined bottom, inside and out. We guarantee quality, workmanship and durability. \$6.50 f. o. b. Detroit. Order today.

**DETROIT SHOW CASE CO.,**

"Show Case Builders to Progressive Merchants."

Dept. E, 482-490 Fort Street, West, - - - - - DETROIT, MICHIGAN.

CANADIAN BRANCH—WINDSOR, ONT.

A NEW EPITHET.—"The climate here is salubrious, isn't it?" inquired the tourist.

"Say, mister," replied the native, "jest write that there word down fur me, will yer? I git tired o' swearin' at this climate in the same ol' way all the time, an' anything new in that line tickles me."—*Catholic Standard and Times.*

THE Daus "Tip-Top" Duplicator is the finest thing in the market for reproducing handwritten or typewritten circulars or letters. See the cut on advertising page 9 of this issue of the BULLETIN. The old-fashioned hektographs are not in it with this article!

HE DIDN'T KNOW.—Teacher: "Who discovered America?"  
Small Boy: "Dunno."

Teacher: "Why, I supposed every boy in school knew that."

Small Boy: "I didn't know it was lost."—*Detroit News.*

"IMITATION is the sincerest flattery." Ever since the Marvel "Whirling Spray" became such a great success, the Marvel Company have been compelled to defend their rights in the courts. A host of infringements has sprung into existence.

### UPROARIOUS.

Some men go in to "take a smile,"  
And taking more thereafter,  
Indulge in what 'twere best to style  
A "constant burst of laughter."

—*Philadelphia Public Ledger.*

## Money on the side become an Optician

We teach optics by mail in a short time, enabling any Druggist or Drug clerk to become a competent professional Optician. Our course is stripped of technical verbiage but is most practical. Only \$2.00 down and \$1.00 a week for six weeks gives a legally authorized degree, "Doctor of Optics." Endorsed by physicians and opticians. Mr. W. J. Hurst, Indianapolis, writes: "A physician who read your lectures says they are worth \$50.00. I endorse this." When you are through with us, you know how to fit glasses correctly and will make good money in doing it. Write for prospectus to-day.

**AMERICAN OPTICAL COLLEGE, Dept. O.**

Oldest, largest and most reliable school of its kind.

**DETROIT, MICH., U.S.A.**



"WHY, Willie, you didn't take off your cap to the minister!"

"To him? Great Scott! I'm his Caddie!"—*Life.*



# U.S. BARKEEPERS FRIEND METAL POLISH

USED AND ENDORSED BY THE LEADING DRUGGISTS  
\*SOLD ALL OVER THE WORLD\*

## PHARMACY BY MAIL

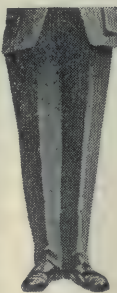
A Complete Pharmaceutical Course, to be studied at home. Apparatus and materials free. We prepare for any board examination in less than six months. Write for prospectus.

CONTINENTAL CORRESPONDENCE SCHOOL  
OF PHARMACY AND ALLIED SCIENCES,

957 BROADWAY, - - - - - BROOKLYN, N. Y.

## STRAIGHT LEGS

If yours are not so, they will appear straight and trim if you wear our Pneumatic or Cushion-Rubber Forms. Adjusted instantly, impossible to detect, easy as a garter. Highly recommended by army and navy officers, actors, tailors, physicians and men of fashion. Write for full account, sent as a plain sealed letter.



THE ALISON CO., DESK C2, BUFFALO, N. Y.

THE VISIT OF A RENOWNED SOCIETY TO DETROIT.—The three weeks' itinerary made by the Society of Chemical Industry through this country is a matter of recent history. The headquarters of the Society are in London, and the annual meeting in New York during September was the first ever held in the United States. The distinguished party of English, German, and American scientists was accompanied on its tour of the States by a correspondent of the *London Chemist and Druggist*, and this is what the gentleman had to say in his journal of the visit to Detroit:

Monday of the third week was spent in Detroit, where the arrangements were in the entire charge of Messrs. Parke, Davis & Co., whose European manager, Mr. F. M. Fisk, about a year ago invited the Society to visit the city. It was no light undertaking to provide entertainment and refreshment for a hundred guests for every moment of the long day between the arrival of the special train at seven in the morning and its departure about midnight. Detroit is one of the "show" cities of the Union; its hospitality is notable, and particularly that of Messrs. Parke, Davis & Co. The compliment paid by the firm to the Society eclipsed in its completeness any that had been offered outside of New York. Special trolley-cars were in waiting at the train to convey the party to Russell House, the best hotel in the city, opposite the City Hall, which displayed a civic "Welcome to the European Society of Chemical Industry." Here breakfast was served, and the company were then conveyed in reserved trams to view the factory, where they were received by Mr. E. G. Swift, general manager; Mr. J. C. Spratt, business manager; Mr. Ryan, chief of the manufacturing department; Mr. F. M. Fisk, London; and others of the directors.

Groups of ten were entrusted to as many guides—all heads of departments—and shown round systematically. More general interest seemed to be centered in this visit than in any one of the industrial concerns which had so far been visited; there was something to interest everybody, and the three hours occupied by the tour was much less than is ordinarily devoted to the edification of visitors. Beautifully situated on the river front, with plenty of space and well-kept lawns, the position of the works is ideal. Just across the river is Canada, and the firm's works in Walkerville, Ontario, are clearly in view. Few concerns are so happily placed that they can surmount the tariff barrier and yet keep their factories in both territories so well in touch. Little did the founders dream how well they planted forty years ago. They could not well have happened on a spot nearer the center of the



Make Your Store and  
Windows Attractive

SET UP A

Color-Reflecting Self-  
Propelling Window Light

Most Elegant Appearance.  
High-Polished Brass.

For Electricity, Oil or Gas.  
Most Interesting Physical Work  
of Art.

DOES AWAY WITH SHOW GLOBES

You will have a crowd in front of  
your windows all day.

It is the Best and Everlast-  
ing Advertisement Out.

**DESCRIPTION.**—Before an artfully constructed large mirror-reflector a beautiful globe covered with magnificent stones in different colors is supported on chains by a fan-wheel, which runs with its steel point in a jewel knob. The light has its place in the center of the globe, wonderfully glittering and shining through the colored stones and the skillfully placed openings in the metal parts of the globe. The heat of the light brings the fan-wheel into rotation and the globe revolves at a high rate around the light. The whole mirror-screen is covered with the reflecting of the bright stones, always running from left to right and always changing the colors.

The whole effect is one of such unspeakable beauty that no picture is able to give a description of it; the colors move like in a kaleidoscope, but have such a splendor that every comparison is displaced.

Price for either Oil, Gas or Electric Light, \$25.

FREIGHT PREPAID TO ANY PART OF THE U. S. IF CASH ACCOMPANIES THE ORDER.

G. GLOGAU & CO., 40 Dearborn St., Chicago.

world. Pleasing special displays had been made in some of the departments, particularly in that of crude drugs, where nice little blocks of sandalwood were presented. Each visitor had already acquired a tube of Euthymol tooth-paste.

The tour of the buildings embraced the pill, globule, and capsule departments; tablet, tablet-triturate, tablet-coating and hypodermic-tablet rooms; granular effervescent salts; lozenge-making; digestive ferments; milling and general pharmaceutical departments and the up-to-date electric-power and compressed-air plant; also the glass-drawing room (vaccine points, serum bulbs, and hypodermic tubes), paper-box making, printing and bindery, and stock and shipping rooms. A smart exhibition of fire-drill, and another on the river by the City fire-boat (throwing 5,000 gallons of water a minute), preceded a visit to the scientific and biologic departments, which were made a special feature. In the Scientific Building, of which Dr. McClintock and Dr. Houghton are directors, were shown the analytical department and that of experimental medicine. Here also much interest was displayed in viewing, through the glass partitions of the aseptic workrooms, the white-robed operatives engaged in the preparation, filtering, and finishing of serums, and in the popular demonstrations and explanations that were given by clever young members of the staff. Lastly, the biological stables, the vaccine-propagating rooms, operating-room, guinea-pig loft, and dog and rabbit cages were passed through, and a final successful demonstration given in the horse-operating room by Dr. Dumphy, the firm's veterinarian. One horse was injected with the toxin and another brought in to show the mode of drawing off the blood into sterilized tubes.

Thereafter luncheon was provided at the Russell House, when a graceful and eloquent tribute (the best speech of the whole tour) was paid to both hosts and guests by the Mayor (the Hon. William Maybury). The afternoon was passed in a drive, in four-in-hand tally-ho coaches, through the boulevards and suburbs of the city, to Belle Isle, an island park of great beauty. The day's splendid hospitality concluded with a dinner at the Russell House, at which there were present the chief officers of the company and about fifty principal members of the staff, making a total of 160. Supporting Mr. Swift, Mr. Ryan, and Mr. Spratt at the hosts' table were Sir William Ramsay; Professor Erdmann, of Charlottenburg; Professor A. B. Prescott and Professor Campbell, of the University of Michigan; Professor Virgil Coblentz, New York; Mr. Thomas Tyrer, Mr. Eustace Carey, and Dr. Lewkowitsch, all of whom contributed to the lengthy toast-list which followed, under the guidance of Mr. Ryan (a former lecturer on pharmacy in the Philadelphia College of Pharmacy), who was toast-master. All the speakers congratulated the firm on the organization and the extent of all they had been shown that day. Professor Erdmann made a nice point, speaking in German; it was that as in China it is a compliment to say to a lady of forty that she looks like seventy, so he could say the business of their host looked as strong



# ALL COMPETI- TORS BEAT A MILE.

## OUTFIT No. 1.

1 7-ft. B Case with large bevel polished plate Mirror and 2 Cabinets on front, Label Drawers, Cork Drawers, Writing Desk, Shelves, Cupboards, and oak work Counter on rear.

20-ft. No. 5 Tincture Shelving, open top, having slide or swinging doors and shelf under.

20-ft. No. 5 Pat. Medicine Case, sliding glass doors on metal track, slide or swinging doors and shelf under.

4 6-ft. (24 ft.) Plate glass top Display Floor Cases, elegantly finished.

1 6-ft. Plate glass top Cigar Case.

1 6-ft. Oak top glass Counter for Scales and wrapping Counter, latest thing, has shelf and sliding doors.

Entire outfit in Golden Oak, Hand Polished finish, Boxed and Safe delivery guaranteed. Our Competitors' price, \$575.00 to \$650.00. Our price on above Outfit Complete f. o. b. Detroit, **\$375.00.**

40 Drawers under half Tincture Shelving, \$25.00 additional.

80 Drawers under all Tincture Shelving, \$50.00 additional.



CUT REPRESENTS OUR DRUG STORE SPECIAL

**THE REID MFG. CO.,**

**DETROIT, MICH.**

as if it were the growth of a hundred years instead of forty. Mr. Ryan, bringing what was a most successful banquet to a conclusion, said that the open door is one of the principles of the house. That their aim is towards the enlightenment of the world and the alleviation of suffering humanity was evidenced in the fact that they have spent \$200,000 on research-work alone. Such is their faith in science allied with industry. Mention should not be omitted of a souvenir gift-book, descriptive of Detroit, also presented by the house.

**OPPOSITE VIEWS.**—"Some authorities believe that the practice of singing will keep a person from getting consumption."

"Yes, but most authorities believe in 'the greatest good to the greatest number.'"—*Philadelphia Press.*

**A WIDE-REACHING AFFLICTION.**—"George, dear, our new cook is dreadfully worried over the meat handlers' strike.

"Why should she worry? Doesn't it lessen her duties?"

"Yes, dear, but she was in the habit of carrying home all the choicest pieces of our steaks and roasts, and I suppose it's putting her people to a whole lot of discomfort not to have their accustomed menus."—*Cleveland Plain Dealer.*

**CASEY:** "Flannery wuz around the day braggin' about the batin'. he gev Finnegan lasht Chewsday." **Cassidy:** "Lasht Chewsday? Shure, that's nearly a wake ago. 'Tis a wonder he wuzn't around sooner." **Casey:** "Oi believe he only raycovered from it this mornin'."—*Philadelphia Press.*

**HE:** "What is that, that Screecher's singing?" **She:** "I Would Not Live Always." **He:** "If he sings the second verse, somebody's liable to take him at his word."—*Minneapolis Times.*

**HIGHEST HONORS AWARDED TO THE NATIONAL CASH REGISTER COMPANY.**—The National Cash Register Company was awarded the highest honors at the Louisiana Purchase Exposition. Two Gold Medals, two Grand Prizes, a Silver Medal, and a Special Honorable Mention were adjudged to the company's registers and exhibits by the World's Fair Jury of Awards. The gold medal for cash registers in the division of



PRESIDENT J. H. PATTERSON.

Liberal Arts was first and most important of the prizes won in the world competition at St. Louis. It set the seal of the greatest of world's fairs on Nationals—the best cash registers ever made. A silver medal for electrically-operated registers was also given the National Cash Register exhibit in the division of Electricity—a recognition by the Exposition of a new field opened up by their inventors.

The National Cash Register welfare work for employees was also crowned by the World's Fair authorities with the



# THE MARVEL "WHIRLING SPRAY" SYRINGE



WAS AWARDED THE GOLD MEDAL, DIPLOMA, AND CERTIFICATE OF APPROBATION BY THE SOCIÉTÉ D'HYGIÈNE OF FRANCE, OCT. 9th, 1902, as the latest and best improvement in **Vaginal Syringes**. Particular attention is called to the fact that by reason of its peculiar construction the **Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with the entire surface, instantly dissolving and washing out all secretions and discharges.**



IT IS A MARVEL



ALL JOBBERS SELL IT

## THE MARVEL CO.

SOLE PROPRIETORS.

TIMES BLDG.,

NEW YORK.

BRANCH OFFICES,

|                              |   |   |                           |
|------------------------------|---|---|---------------------------|
| Paris, France,               | - | - | 42 Rue du Marche.         |
| London, England,             | - | - | 11 Queen Victoria Street. |
| Sydney, N. S. W., Australia, | - | - | 416-418 George Street.    |

greenest laurels in their gift. In the division of Education and Social Economy the gold medal for the exhibit showing greatest progress in factory buildings, sanitary working-conditions, improved dwellings, and general efforts for the betterment of housing conditions was awarded to the company. In the same division, the grand prize for General Betterment Movements and Employers' Institutions for the benefit of employees was also adjudged to the National Cash Register Company.

The lecture illustrative of welfare work in the National Cash Register auditorium in the Palace of Varied Industries,



N. C. R. Exhibit, Liberal Arts Building.

and the showing of welfare features at the main exhibit in the Palace of Liberal Arts, were considered by the jury as part of the company's educational exhibit.

The two other coveted honors won by the company's main

exhibit were the Grand Prize and Special Honorable Mention given for the best, most complete, and most attractive exhibit in the Palace of Liberal Arts. In every department in which it made a display the National Cash Register was adjudged the highest honors.

No other manufacturing company was awarded so many and such unusual honors by the Exposition Jury of Awards.

### WILLIE ROSE.

Willie Rose sat on a tack,  
Willie Rose will ne'er come back.  
We take it Willie Rose is dead,  
Willie Rise?

Willie Rose, in all his might,  
Sat on a stick of dynamite,  
A crash, a roar, a flash of light,  
Willie Rose.

Willie Rose, the little beast,  
Ate a half a cake of yeast,  
Willie Rise?

To tell the truth it was not long  
That after he had done this wrong,  
Willie Rose.

—Purdue Exponent.

THOSE QUESTIONS AGAIN.—Bertie: "Pa, a little stream is a streamlet, isn't it?"

Pa: "Yes, Bertie."

Bertie: "Well, pa, is a cutlet a little cut, and a hamlet a little ham, and a gimlet a little gim, and a pamphlet a little pamph?"

Pa: "Oh, go away, Bertie; I want a little quiet."

Bertie: "Well, why didn't you say you wanted a quietlet?"  
—Tit-Bits.



"DON'T CROW TILL YOU'RE OUT OF THE WOODS"—HIGHEST HONORS AT THE LOUISIANA PURCHASE EXPOSITION AWARDED AMERICAN SODA FOUNTAIN CO.—Mails have been full of circulars and the trade journals filled with lengthy, flamboyant articles in regard to who had received the "highest honors" in soda fountain building at Louisiana Purchase Exposition.

The American Soda Fountain Co. expected nothing but the "highest honors," and when these were received by them they



did not at first even make an announcement of the fact, but the action of certain other parties in claiming same makes it only fair that the American Soda Fountain Company should make a statement of fact regarding these "highest honors."

If the reader will turn to the "Rooster" advertisement on page 9 of this issue he will find the tangle all straightened out.

It is the practice of some politicians to claim everything before the result of the poll is known. This may be advertising; but it is misleading. The old piece of advice "Don't crow till you're out of the woods" is particularly applicable in this instance.

When you want a soda fountain that received the "highest honors" at the Louisiana Purchase Exposition buy an "American." There are two kinds of soda fountains, the "American" and the other kind. You know the "American" are all right. Why waste time and money on the other kind?

P. S.—We have ransacked our printing office for cut of a

horse for this article, as this is a "horse on the other fellow," but the rooster is the only thing we can find, and so we let it go at that.—AMERICAN SODA FOUNTAIN COMPANY.

#### THE TABLET AGE.

Give baby a tablet, I fear he is ailing,  
Give Johnny a powder and mamma a pill,  
Give grandma a wafer, her eyesight is failing,  
Give mother another, she's looking quite ill.  
A bas! the prescription that rends us and shocks us,  
The old-time decree of the doctor's no more,  
For anti-pain tablets are put up in boxes  
And every one is his own pharmacy store.

No more for the baby we sit up and ladle  
Decoctions from bottles when he may be ill,  
We lay of the tablets a box in his cradle  
And let him engorge them whenever he will.  
While Johnny, the schoolboy, needs only to ask it  
In terms of entreaty sufficiently plain  
To get headache wafers with lunch in his basket  
To be taken *ad libitum* when he's in pain.

Who fears, in this age of advancement, to tamper  
With nerve-soothing wafers for nerve-racking ills?  
No traveling satchel or picnicking hamper  
But boasts its assortment of tablets and pills.  
For what of disease's vagaries and notions,  
Or how may their evils be made manifest,  
When we have cheap tablets, pills, nostrums, and potions,  
And mankind dispenses its drugs from its vest?

So, laddie or lassie, what if we may need 'em  
Or not, let us take them. With tablet or pill  
I pledge, if not health, then a drug-added freedom  
From pain, in a potion imbibed as you will.  
A bas! the prescription that rends us and shocks us;  
What need have we now for the doctors of yore,  
Since anti-pain tablets are put up in boxes  
And every one is his own pharmacy store?

—J. W. FOLEY in the *New York Times*.

A BAD BREAK.—It was at the close of the wedding breakfast. One of the guests arose and, glass in hand, said:

"I drink to the health of the bridegroom. May he see many days like this."

The intention was good, but the bride looked up as if something had displeased her.—*Tit-Bits*.

DUE WARNING.—An epileptic who was in constant dread of the surgeon's knife and who knew modern ways, was picked up on the street in New York. When taken to the hospital and undressed, the following sign was found on his chest:

"Don't operate on me for appendicitis. Have been operated for that three different times—am merely having a fit."

HOW A SAILOR DESCRIBED AN ANTHEM.—People who know little about a subject sometimes explain it more clearly than those who know all about it. An old sailor had heard in church an anthem, which greatly pleased him. He was telling a shipmate. "I say, Jack, *what's an anthem?*" "What," replied Jack, "do you mean to say you don't know what a hanthem is?" "Not me." "Well, then, I'll tell yer. If I was to say to yer, 'Ere, Bill, give me that andspike,' that wouldn't be a hanthem. But was I to say, 'Bill-Bill-Bill-giv-giv-giv-giv me, giv me that-Bill, give me, that hand, giv me that hand, handspike, spike-spike-Bill-giv me that that hand-spike, hand-spike-spike-spike, ah men; Bill, giv me that handspike, ah men!' *that would be a hanthem.*"—*Ex.*



## PRACTICAL DRUGGIST COURSE—HOW IT EXCELS ALL OTHERS

The excellence of the PRACTICAL DRUGGIST Correspondence Course lies in its remarkable fulness, clearness, and simplicity. All useless technicalities are avoided as much as possible, the instructions being given in a simple conversational language, explaining everything so thoroughly as to make a teacher superfluous. The constantly growing popularity of the PRACTICAL DRUGGIST Course, and the ease with which its graduates pass all the Examining Boards, is attested by numerous letters from our students. J. R. Gould, Bell Bend, Pa., writes: "I am highly pleased with your lectures. Have learned more already in chemical equations, etc., and metric system, than I learned in the Junior Course in the College of Pharmacy. You make everything so plain that it is *impossible* not to understand."

Another student writes: "Your course is absolutely perfect. I ought to know, because I had taken two other mail courses, and neither helped me to any extent in my attempts to pass an examination. Your Course not only helped me to pass the Board successfully, but it also helped me to pass the Regent's examination in chemistry with 96 per cent. The other courses may give more in bulk, perhaps, but their explanations are poor and unsatisfactory. One might as well take one of the text-books on pharmacy. I recommend all my friends to use the PRACTICAL DRUGGIST Course, as there is nothing to be compared to it." No Extra Charges.

This correspondent makes a good point. In such mail courses it is not quantity that counts, but *quality, and results*. It is very easy to send big lectures, filled with miscellaneous matter, but the question is: Does the student understand the subject properly and can he digest it? If quantity alone counted, the cheapest way would be to buy for four or five dollars a big text-book on Pharmacy and Chemistry. But the trouble is, the average student does not understand the text-books; their explanations are not lucid and complete enough, and he is not competent to separate the chaff from the wheat. All such defects are remedied by the PRACTICAL DRUGGIST Course. Within a minimum compass it gives absolutely everything that is essential for the retail pharmacist to know and what he *must* know if he wants to reach his object: that of Passing the Board and becoming a licensed, independent, and competent pharmacist.

While passing the board of pharmacy examination should not be the final goal of the Best and most successful pharmacist, this is nevertheless the first thing he must accomplish if he does not want to remain an underpaid, overworked drudge—or a junior clerk. Nothing will help you so much to gain independence, knowledge, and a license, as a course in the Practical Druggist Institute. Sample lectures, References, etc., Free. No text-books required. PRACTICAL DRUGGIST INSTITUTE, 106 Fulton Street, New York. Handsome Diplomas.

ACCOMMODATING.—"Pat," said the proprietor, "it is an honest fact that you are saving more money than I am."

"Well, sor, you've been too good a boss fur me to sthand thot. O'll take the bus'ness, pay yez the wages Oi'm now dhravin' and make it two hours less fur a day's worruk."

ASKITT: "What reason have you for thinking young Drillen has a grudge against humanity in general?" Knoitt: "He is a student in a dental college."—*Indianapolis Sentinel*.

Of course you have sold "Rough on Rats," but did you ever sell any of the other "rough on" preparations? There is "Rough on Fleas" and "Rough on Bedbugs" and "Rough on Roaches and Ants" and "Rough on Moth and Beetle." Every one of these is just as good as the famous "Rough on Rats." They are all made by E. S. Wells, of Jersey City, N. J.

THE "Silent Salesman" show-case is a beauty. It sells the goods without any talk! A sample case of this style is shown in the advertisement of the manufacturers, John Phillips & Co., Detroit, Mich. Consult the "Index to Advertisers" on advertising page 3.

AT a recent examination at a public school the examiner was asking a class of small boys some questions to find out their intelligence. He wandered through different subjects, and at last came to speak about measles, when a very little boy jumped up and exclaimed:

"Please, sir, you will not whip me if I ask you a question?"

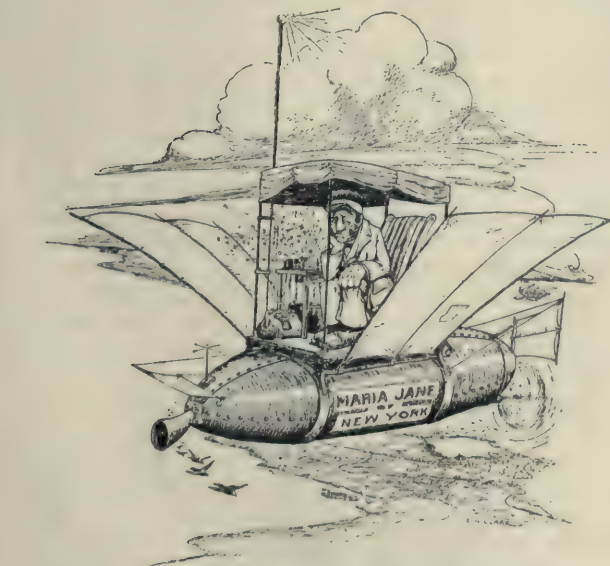
"No," said the inspector.

Then the question came:

"Why did Eve never catch the measles?"

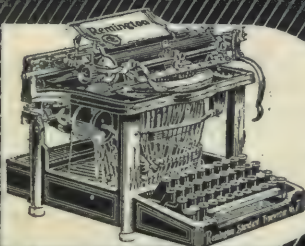
This the inspector could not solve, so he gave it up.

"Because she'd Adam," said the small boy.



"CONFOUND this wireless telegraphy. My wife has been talking to me ever since I left home."—*Life*.





# Remington

**Every  
Remington  
Typewriter  
Lasts.**

**Therefore  
Remington  
Supremacy  
Lasts.**

Remington Typewriter Co.  
327 Broadway, New York.

## HEADS UP.

*Jay Bee.*

Don't kick and whine,  
Just get in line  
With the fellows who've grit and pluck;  
Don't frown and scowl,  
Look glum and growl,  
Stop prating about ill luck.

Lift up your head,  
Don't seem half dead,  
Stop wearing a wrinkled face;  
Give smiling hope  
Sufficient scope,  
And joys will come apace.

Out on the man  
Whose little span  
Is full of grief and gloom,  
Always dreary,  
Never cheery,  
From trundle-bed to tomb.

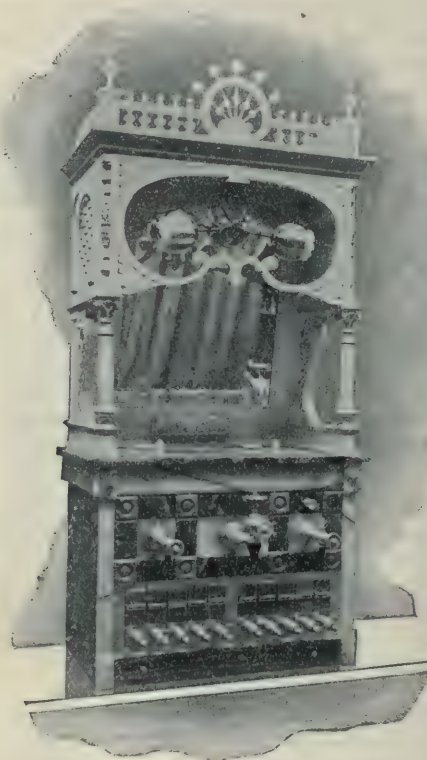
Give me the chap  
Who, whate'er may hap,  
Looks up, and is cheerful still,  
Who meets a brunt  
With a smiling front,  
And nerve, and vim, and will.

—Success.

MORTY'S MOTTO.—"You know Morty pretty well. He tells me that he has grown rich by observing one motto all his life. Do you know what it is?"

"I can make a good guess. He lets the other fellows do all the buying and furnish all the funds for charity. 'Never give up' must be his motto."

THE HOUSE THAT SETS THE PACE IN SODA FOUNTAIN BUSINESS.—Some manufacturers of soda fountains advertise that apparatuses taken in exchange by them for new fountains are smashed up and thrown into the junk heap. This, of course, contemplates the fact that they are worthless and that the customer who trades them in receives no value for them.



A Rebuilt or "Americanized" Apparatus.

The rebuilt apparatuses of the American Soda Fountain Company are for all purposes actually as good as new. They have been put through the factories of this company and overhauled or rebuilt in such a manner as to make them perfect in every respect, and in many cases they cannot be told from new fountains. This is a saving of millions of dollars worth of goods which in many instances heretofore have been wasted or thrown away, and means much money to the soda-water dispensers of the country.

The next best thing to an "American" apparatus is "American" Novelties and "American" First Fruits. Every season sees additions of new things which may be used to the delectation of the public in the serving of their favorite drink.

An "American" apparatus is an asset of value whether it is one year or ten years old, and will bring a certain sum of money on sale.

You know "American" apparatuses are all right. Why waste time and money on the other kind?

HIS USUAL PRICE.—"Mike," said Plodding Pete, "dey ain't got de right answer to dis money question yet."

"What's your scheme?" asked Meandering Mike.

"I'd put gold an' silver both out o' business, an' fur de convenience of us folks an' de bartender, I'd have de whole circulation done up in nickels.—*Washington Star.*



## BOOKS AND THE BUSINESS MAN.

Books are the greatest educational agency the world offers, save personal experience alone; and they supplement and interpret experience in a thousand ways. In his famous lecture on "The Hero as a Man of Letters" Carlyle shows how the printing press in large measure excels the pulpit, the university, the public forum; and with his impressionistic vigor points out the supreme importance of the Man of Letters in modern society. And yet how few men there are who avail themselves of the magic influence wielded by the best books!

The American Business Man—is it not regrettable that he ignores so generally the supreme opportunity which lies ready to his hand? He is the most characteristic type our country presents. The peculiar and particular quality which the United States possesses over other nations is personified in him: for what characterizes us so much as our marvelous industrial development, our commercial acumen, our great energy and ambition, and our determination to conquer the markets of the world? Is it not almost saddening, then, that the very men who guide the social craft should avail themselves so little of the great material profits, the culturing influences, and the moral benefits which flow so richly from so many hundreds of books?

Let us look first at the material loss—for your typical business man scorns books from the cruel mistake that they have only to offer a high polish and a parlor ornamentation which he can do very well without. I take it that success, however we define it, depends upon the harmony with which we adapt ourselves to our environment and make it minister to our pleasure, our profit, and our well being and well doing generally. All our relations, if we stop to think of it, are with the men and the things which surround us; and it is just as necessary for us to understand them thoroughly as it is for the carpenter to know the lathe and the chisel with which he operates, and the nature of the various woods which he must make subservient to his purposes. We certainly cannot adapt ourselves to an environment which we do not understand, and where can we possibly gain a complete understanding of it save in books?

It is a truism, often repeated and never gainsaid, that we cannot know the present until we know the past. The political governments, the social institutions, the educational systems, the religion, even the men of the present—all these have developed painfully and slowly from centuries and centuries of experiment and trial, success and failure; and the only key to their comprehension is the knowledge of their history. Without this we have no more conception of their character than we can get of a man from seeing his photograph; their vital meaning is lost to us, and we cannot place ourselves in that relation to them which means harmony and successful adaptation.

From another point of view, history, as well as the literature of historical periods, like that of the Greeks or the Romans, place at our disposal all the wisdom and the knowledge of the ages upon ages of men which have gone before us—make us heirs to the riches of thirty or forty centuries instead of the one merely in which we live. No man can read history intelligently, whether he be business man, professional man, or what not, without vastly increasing his mental grasp and power, and greatly developing his business or his professional capacity. Of all books, perhaps

**Ask Your  
Jobber for  
Prescription**



# CORKS



MANUFACTURED  
BY

**R. W. McCready  
Cork Company,  
CHICAGO, ILL.**

those on history are most profitable to the average reader, but let us briefly consider what others do for him.

The books of the masters of literature—Homer, Dante, Shakespeare, Carlyle, Eliot, Thackeray—these teach us the great truths of human nature, the motives of men, the well-springs of conduct; they make us to know ourselves and one another, and they lead us on to higher thinking and better doing. Books of biography—perhaps the most interesting and certainly one of the most important classes of books—teach the lessons of human nature by manifesting them personified in men whose memories we revere and whose lives are a benediction to us. And the comprehension of individuals which biography gives us finds its analogue in the comprehension of society—or men in the aggregate—which we gain from books on sociology, political economy, and government. Turning from the study of human and social nature, as portrayed in history, literature, biography, and economy, we learn of the great material world in all its manifestations in the sciences—geology, astronomy, chemistry, and the like.

This theme could and should be developed much farther, but is it not already apparent that a proper reading of books gives us that understanding of our environment which is necessary if we are to attain the greatest success even from a material standpoint? Do they not make us to comprehend the men and the society, the civil and the political institutions, the physical and the material things, by which we are surrounded on every hand, and to which we cannot adapt ourselves successfully so long as we remain in ignorance of them?

So much for the *profit* which flows from the reading of books. The practical benefits they yield, however, cannot be



# ALL YOUR ADVERTISING

## FOR \$2.00 PER MONTH!

**Our New System of Advertising** and progressive business methods is revolutionizing the Retail Drug Trade. Its users report increases varying from \$5.00, \$10.00, \$15.00 to \$20.00 and \$25.00 per day; some have increased trade 30 per cent to 50 per cent; others have more than doubled an already large business. This System is now used by nearly **One Thousand** druggists—the healthiest, most wide-awake, most successful and highest standing druggists throughout the United States—**Only One in a Locality**. It furnishes profitable copy for Newspaper Advertising, Booklets, Circulars, Pamphlets, Letters, Blotters, Announcements, Store Placards, Window Signs, Street-car Card, Locals, and all other forms of advertising. Every month it offers successful new plans, gradually covering every department of every drug store. All users are at liberty to write to us for advice as often as desired. It is the only simple, complete, universally successful System of Advertising and business methods ever offered to druggists. Any one of its dozen different features is worth more than the price for the whole. Write for the large descriptive pamphlet.

**First  
Month  
FREE**

As a SPECIAL offer to druggists sending in this coupon from the BULLETIN OF PHARMACY we will mail our new pamphlet explaining this New System, and if, after learning all about it, you contract for this System, we will credit you with \$2.00 to pay for the first month's service. Sending in this coupon does not obligate you to contract for our System.

DECEMBER.

*M.P. Gould Company*  
**NEW YORK**

**BE SURE TO USE THE ATTACHED COUPON, WORTH \$2.00 TO YOU.**

"Gould's System is the best thing I have ever seen or heard of."—A. H. Symonds, Conneaut, O. "Since we began the use of Gould's System, our receipts show 33 per cent more than usual."—Sorensen Drug Co., Eagle Grove, Ia. "Gould's System has increased our business over \$10.00 per day."—Eames Drug Co., Manchester, N. H. "Gould's System is certainly a 'Hummer'."—Chas. A. Rapelye, Hartford, Conn. "All progressive druggists should have Gould's System."—C. L. Wright, Webb City, Mo. "My sales have nearly doubled since starting with Gould's System."—Wilber Sylvester, Port Huron, Mich. "Put me down for a long subscriber—I would not be without Gould's System."—R. Rowinski, Savannah, Ga. "Gould's System is easily worth five times the price."—Fricke-Hahn Drug Co., St. Louis, Mo.

*M.P. Gould Company*

**Drug Store and Medical Advertisers,  
BENNETT BUILDING, NEW YORK. Nassau, Fulton & Ann Sts.**

CUT OFF ON THIS DOTTED LINE

entirely divorced from the pleasure they afford, for that understanding of men and things which means greater success and power means also greater contentment and satisfaction. But looking for a minute only at the enjoyment, in its highest sense, which books bring, how delightful it is to understand more and more of that which we see and hear and read! How many avenues of gratification are opened up! How many new pleasures are added to our list! What keen relish we gain from improved tastes and from a capacity to appreciate the higher and better and nobler things of which we knew nothing! What rapture follows the discovery of a new world of sight and sound and mind!

Yes, our American Business Man, in his neglect of books, shuts himself out from that which would vastly increase his material power while it would add to his life a thousand pleasures of which he knows little or nothing. His loss is great. Would that he might realize it! If America would develop the kind of man in business and government represented in England by John Morley, James Bryce, Arthur Balfour, and Lord Rosebery,—if she would develop this combination type of man of learning and man of action, backed up and fortified as he would be with her marvelous energy and virility, what might she not accomplish?

The world would be hers for the asking.

HARRY B. MASON.

CLARENCE: "That is a mighty good looking costume, Grace." Grace: "This old thing! It's so shiny I can see my face in it." "That's probably why it's so good looking."—*Boston Post*.

UNAPPRECIATIVE.—"Did you ever read a paper at our literary society?" asked the young woman with a frowning brow.

"No," answered the matter-of-fact matron. "But I've seen times when I would have enjoyed reading a paper or a magazine instead of listening to what was going on."—*Washington Star*.

DRAWING CARD.—He: "Honestly, now, just between ourselves, will there be anything really attractive at your church bazaar?"

She: "I shall have a booth there."

He: "Y—, ah, e—r—rr, gime nine tickets."

How IT HURTS.—Tommy: "Smokin' cigarettes is dead sure to hurt yer." Jimmy: "G'on! Where did yer git dat notion?" "From Pop." "Aw! he wuz jist stringin' yer." "No, he wasn't stringin' me; he wuz strappin' me. Dat's how I know it hurts."—*Catholic Standard and Times*.

It is the little things, the trifles, which cut down the average of success possibility.

BUSY.—"That man Rustles seems to be flying around all the time as if he had no time to eat or sleep. What's his business?"

"Has none, but he puts in overtime looking after other people's business."



# ARE YOU AN EXPERT OPTICIAN?

**Our Complete Course in Refraction, Including Degree "Doctor of Optics," for \$7.50. Lists for Next Class Close December 29th. Class Begins January 4th.**

We are not contented simply to make our students opticians. We make them **EXPERT** opticians.

We drill them upon every subject connected with the science of fitting glasses.

We cover the ground so thoroughly and so practically and go over each point so many times that the student cannot help but understand it.

We take up every possible complication of defective eyesight and discuss it from every standpoint.

We teach the student just what to do in any case that may come to him in his practice.

We not only teach him how to do the work but teach him why.

We make him competent to fit eyes understandingly, systematically and skillfully.

We guarantee to make our students better opticians than any of their competitors if they follow our instructions.

Our 64-page prospectus, "How to Become a Good Optician," tells all about us and our system of teaching by mail.

It tells why we can give our regular twenty-five dollar scholarship and our highest degree diploma for seven dollars and fifty cents.

It contains testimonials from pleased students all over the United States and Canada and the English-speaking world—students who have taken our course and written us letters in praise of our system.

It will only take a minute to send us your name and address on a postal and it will bring this book by return mail.

**DO IT NOW.**

**THE SOUTH BEND COLLEGE OF OPTICS** (Chartered).

**No. 4, McDonald Building,**

**SOUTH BEND, IND.**



## Central Drug Mills

J. B. LA RUE & CO., Proprietors,

180-186 Cherry St., NEW YORK.

Make a Specialty of Powdering, Granulating and Cutting Drugs for the trade only.

WRITE FOR PRICES.

## PROTECT YOUR X-MAS STOCK FROM DUST

Stop your losses on dust injured goods. Get the World's Only Dustless Floor Brush. It reduces dust 97% by actual official test.

### FREE TRIAL

You may have a brush on 30 days' free trial. Ask us to send you one. We will. The Household Brush is just the thing for a Christmas present.

**MILWAUKEE DUSTLESS BRUSH CO.**

117 Sycamore, MILWAUKEE, WIS.

The Customer Always Comes Back for Another Bottle of

## Peckham's Croup Remedy

### THE CHILDREN'S COUGH CURE.

The Only 25c Cough Cure Prepared Especially for Children!

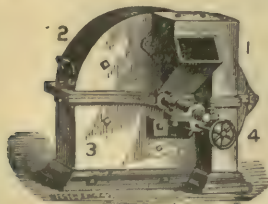
\$2 per doz. 3 doz. order less 5 per cent. 6 doz. order less 10 per cent.

THE SALE OF EVERY ORDER IS GUARANTEED.

Druggists can recommend it with confidence as the reliable safeguard for children. Coughs, Colds, Croup, Whooping Cough, Hoarseness, quickly yield to Peckham's Croup Remedy. Every bottle used insures more sales. Order of your jobber. Advertising for counter distribution free on application to

PECKHAM'S CROUP REMEDY CO., Freeport, Mich.

## DRUG MILLS



The advantages we claim for this mill over all others are:

1st. It will grind more material with less power than any other machine.

2d. It will grind more uniformly.

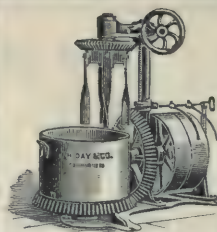
3d. It is simpler in construction and less liable to get out of repair, and by unscrewing one bolt, the whole interior can be gotten at.

4th. The variety of substances it will grind.

We will grind samples of any material sent (freight prepaid), and will return with statement of the time consumed in grinding. Our mills are used by the leading drug, glue, gelatine and sugar manufacturers. Send for illustrated catalogue, mentioning the Bulletin.

**MEAD & CO.,**

20TH ST. & M. C. R. R. STATION B, DETROIT, MICH.



WRITE FOR CATALOG

THE J. H. DAY CO.,  
1144 HARRISON AVE.,  
CINCINNATI, O.  
N. Y. OFFICE: 76 PARK PLACE.

"IT FITS YOUR NEEDS"

## DAY'S PONY MIXER

HAS NO EQUAL FOR MIXING

## OINTMENTS

and all preparations of similar consistency. Does its work thoroughly and quickly. Simply and durably constructed. Has interchangeable cans.

FOR HAND OR POWER.

## Tables for Doctor and Druggist

Compiled by ELI H. LONG, M.D.

Comprising Tables of Solubilities, Reactions and Incompatibles, Doses and Uses of Medicines, Specific Gravity, Poisons and Antidotes, Thermometric Equivalents, and The Metric System with rules for its easy adoption. Second edition—enlarged and revised.

THE ONLY WORK OF THE KIND.

\$1.20 REDUCED FROM \$2.00.

SENT POSTAGE PREPAID ON RECEIPT OF REMITTANCE.

E. G. SWIFT, MEDICAL PUBLISHER,

P. O. BOX 484

DETROIT, MICH.

## WM. SUCKERT'S SONS

BOOKBINDERS,  
BLANK BOOK  
MANUFACTURERS,  
RULERS AND  
PRINTERS

WE RESPECTFULLY SOLICIT THE  
ORDERS OF PHARMACISTS.

Superior Work  
Guaranteed.

Prompt Attention  
Given to all  
Inquiries.

DETROIT, MICHIGAN.



## EMPLOYMENT,

### PROFESSIONAL AND BUSINESS CHANCES.

**YOUNG MAN, Ph.G.**, registered pharmacist, will change position if given proper inducements. Good reasons for wishing change. Address Evenly, care BULLETIN OF PHARMACY. 12

**FOR SALE.**—Only drug store in town of 1400 in Indiana; good surrounding country. Reason for selling, too much other business. Address Star, care BULLETIN OF PHARMACY. 12

**WANTED.**—For cash, a good paying drug store in live town of 5000 to 30,000. Address Box 458, West Plains, Mo. 12

**WANTED.**—Drug store in State of Wisconsin, small town; northeastern part preferred; give particulars. Address Adrin, care BULLETIN OF PHARMACY, 12

**FOR SALE.**—Only drug store in growing town; two good railroads. Stock consists of drugs and drug sundries; good soda trade. Will sell for invoice, about \$1500. No trouble to answer inquiries. Address E. G. Coe, Edison, Ohio. 12

**WANTED.**—We have a salaried position open for an experienced druggist, drug clerk, or traveling drug salesman who believes in advertising, likes it, and has had experience in planning and writing advertising for retail drug stores. We want a man full of advertising ideas; familiar with the best modern methods of advertising; who writes advertising easily, attractively and convincingly, and knows what to write and what not to write to successfully advertise little and big drug stores in different parts of the country. We want the best man possible for the place. There is a good future in it. Furnish references as to character, experience, and ability. Write or call upon M. P. Gould Company, Drug Store Advertisers, 99 Nassau St., New York. 12

**FOR SALE.**—Soda fountain, nearly new. Good condition, cheap. If interested address Banker, BULLETIN OF PHARMACY. 12

**POSITION** in manufacturing laboratory by Ph.C.; single; six years in drug business; two years in making pharmaceuticals, specialties, patents, etc. No bad habits. A No. 1 references. No "bitters" manufacturers need answer. Address Ph.C., care BULLETIN OF PHARMACY, 12

**POSITION WANTED.**—Graduate, 21 years old, speaking English and Scandinavian. Good salesman, registered in Iowa, experience limited, and terms reasonable. Reference A. J. McNaughton, Whitehall, Wis. 12

**FOR SALE.**—\$50 Model No. 7 American typewriter, with standard universal keyboard. Never used; will sell for \$30 cash. Going out of business. Write quick. Will refund money if party is not satisfied with bargain after ten days' trial. Address C. G. Reed, Irwin, Pa. 12

**DOCTOR'S LOCATION.**—An 8-room residence, good barn, convenient office, on three lots, within one-half block of the center of a good town in eastern Kansas. Price \$2000. An excellent opportunity. Address Fontilla, care BULLETIN OF PHARMACY. 12

**FOR SALE.**—First-class \$6000 drug stock in good Missouri county seat town. Clean, well assorted stock, everything strictly up-to-date. Leading store in town. Owner has other business. Will sell on easy terms. Address I. D. E., care BULLETIN OF PHARMACY. 12

**WANTED.**—To purchase a second-hand analytical balance. Address, with full particulars, G. S. Ellis, Ph.G., Decatur, Ill. 12

**FOR SALE.**—A drug store in a good business village in Wisconsin, population 800 and increasing; business established in 1881; yearly sales \$7000; stock will invoice about \$3000. Building 24x50, brick veneered, good location, plate-glass front; gasoline gas used for lighting. Good reasons for selling; want to retire on account of age and poor health. A fine opportunity for a German. Address Thos. Atkinson, Markesan, Wis. 12

**WANTED.**—Salesmen to handle our line of fast-selling specialties. Commission or salary. Can be carried as side line where it does not conflict. Address The P. L. Abbey Co., Kalamazoo, Mich. 11

**WANTED.**—To interest a man with money, who understands the advertising business, in a patent medicine business, established 20 years, and which is incorporated in State where located. Every jobber and about 80 per cent of the druggists are familiar with the preparations manufactured. Address Thomas, care BULLETIN OF PHARMACY. 11

**WANTED.**—Position by drug clerk; 15 years' experience in New York City; graduate of N. Y. C. P. Would like to locate in Detroit. At references; would start on modern salary. Address D. E. A., care BULLETIN OF PHARMACY. 11

**WANTED.**—Position by lady graduate in pharmacy; registered in Iowa. Had some experience; good references. Box 81, Burlingame, Kans. 11

**FOR SALE.**—National cash register, 5 bank, No. 95, complete printing device, good as new. Cost \$350. Our price \$200. Easy terms. Evans Drug Co., Morganfield, Ky. 11

**WANTED.**—Position by a graduate of pharmacy, with three years' experience, in western Ohio or Indiana; references given. Address Clerk, care BULLETIN OF PHARMACY. 11

**WANTED.**—Position by Ph.G., registered in Iowa; one year's experience. Single, temperate. Good reference. Moderate salary at first. Address R. M. H., Room 321, 620½ Nicollet Ave., Minneapolis, Minn. 11

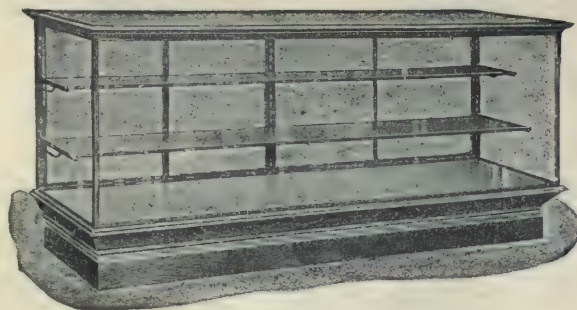
**WANTED.**—To exchange for drug store one of the best brick business blocks, free and clear, all rented, located on Main Street, best block and corner, in progressive Southern city. Address George W. Hunter, Woodbury Falls, N. Y. 11

**FOR SALE.**—A paying drug store in a first-class Missouri town of 9000 population. Clean stock, established trade, yearly sales over \$7000. Stock will invoice about \$3500. Low rent; no cut prices; grand opportunity. Terms cash. Good reasons for selling. Address M. A. Gaugh, Burlington Junction, Mo. 9

**"HOW TO GET REGISTERED."**—A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Sent postpaid, 50-cent money order. Charles L. Mason, North Granville, N. Y. 5

**WANTED.**—Show-case salesman on commission in every county in the United States. Makes good side line. Write, with references, experience, etc., the Reid Mfg. Co., Detroit, Mich. 3





## YES, WE'LL ADMIT

without argument that you aren't going to buy show cases during the Holidays.

We could offer you mighty good reasons why you should but we have no disposition to force your hand.

What we do want to know is whether you are going forward in 1905—

*Whether your store is to be THE store in your town in the matter of attractive, convenient and economical display of goods.*

We are *the largest show case plant in the world* for the reason that we know more about store fittings and put more "know how" into our fixtures than any other similar institution.

Our "EXPERT" is the man who has solved more display problems than all the other so-called specialists in the country.

He will tell you what to do and how to do it, and if you'll send him a pencil sketch of your present interior, he will give you some advice you'll appreciate. This case with OUR AMERICAN BEAUTY (all glass) and OUR MICHIGAN SPECIAL constitutes our famous *ROYAL FAMILY*.

In this connection we would say that if you should want a *quick sales* proposition we can ship our IMPROVED 1904 CRACKERJACK shown herewith, the day we receive your order.

In any event you can put in a little time to advantage in studying our Catalogue L, which will be mailed you on application.

Yours for progress.

## GRAND RAPIDS SHOW CASE CO.,

### Grand Rapids, Michigan.

Boston Office, 30 Kingston St.

New York Office, 718 Broadway.  
Same Floors as Frankel Display Fixture Company.

## THE LARGEST SHOW CASE PLANT IN THE WORLD.



## CURRENT PRICES

## DRUGS, CHEMICALS, ETC.

CORRECTED TO DECEMBER 1.

The following quotations represent the average prices charged in the New York market for the quantities usually purchased by retail druggists. Smaller quantities will probably be invoiced at higher rates; the buyer of larger parcels may obtain reduced quotations. Containers charged extra, unless otherwise specified; quantities of one ounce or less, containers included.

|                                      |             |         |
|--------------------------------------|-------------|---------|
| Acetanilid, bulk.....                | per lb.     | \$ 0 20 |
| 1-lb. cartons incl.....              | per lb.     | 32      |
| 1-oz. cartons incl.....              | per oz.     | 7       |
| Acetone, pure.....                   | per lb.     | 40      |
| Acetozone.....                       | per lb.     | 1 40    |
| 1/4-oz. bottle.....                  | 2 70        |         |
| 1/2-oz. bottle.....                  | 5 25        |         |
| 1-oz. bottle.....                    | 9           |         |
| Acid, Acetic, No. 8.....             | per lb.     | 12      |
| U. S. P. 36%.....                    | per lb.     | 13      |
| 80% pure.....                        | per lb.     | 13      |
| chem. pure.....                      | per lb.     | 15      |
| Glacial, com'l.....                  | per lb.     | 20      |
| absolute.....                        | per oz.     | 5       |
| Arsenous, Medicinal, lumps (lb. 20), | per oz.     | 8       |
| powd. (lb. 19),                      | per oz.     | 8       |
| Benzoin, English, true, oz. vials,   | per oz.     | 16      |
| oz. boxes,                           | per oz.     | 13      |
| German, 1-lb. cartons,               | per lb.     | 53      |
| 1-oz. cartons,                       | per oz.     | 11      |
| Boracic, cryst.....                  | per lb.     | 17      |
| powd.....                            | per lb.     | 17      |
| cryst., c. p., 1-lb. cartons         | per lb.     | 27      |
| incl.....                            | per lb.     | 28      |
| powd., c. p., 1-lb. cartons          | per lb.     | 28      |
| incl.....                            | per lb.     | 30      |
| Butyric, 68%.....                    | per lb.     | 5 25    |
| Cacodylic, 1-8 oz. vials.....        | per oz.     | 50      |
| Camphoric.....                       | per oz.     | 35      |
| Carbolic, crude, 20%, bbls.....      | per gal.    | 45      |
| 30%, bbls.....                       | per gal.    | 85      |
| 90%, bbls.....                       | per gal.    | 29      |
| liquid, med., 95%.....               | per lb.     | 32      |
| liquefied, com'l.....                | per lb.     | 32      |
| [sometimes, but danger-              |             |         |
| ously, called coal-tar               |             |         |
| creosote—see note under              |             |         |
| "Creosote"].....                     | per lb.     | 55      |
| pure white, loose crystal,           | per lb.     | 1 80    |
| white cryst., Calvert's No. 1,       | per lb.     | 31      |
| 1-lb. bottles,                       | per lb.     | 20      |
| 5-lb. bottles,                       | per lb.     | 30      |
| Mallinckrodt's                       | per lb.     | 28      |
| Gold Label.                          | per lb.     | 27      |
| 5-lb. cans,                          | per lb.     | 47      |
| 10-lb. cans,                         | per oz.     | 14      |
| Chloroacetic.....                    | per oz.     | 32      |
| Chromic.....                         | per oz.     | 21      |
| c. p.....                            | per oz.     | 40      |
| Chrysophanic.....                    | per oz.     | 44      |
| Cinnamic.....                        | per lb.     | 45      |
| Citric.....                          | per lb.     | 50      |
| powd.....                            | per oz.     | 15      |
| Formic (sp. gr. 1.06).....           | per oz.     | 9       |
| Gallic.....                          | per lb.     | 64      |
| in 1-lb. boxes.....                  | per lb.     | 27      |
| Hydroiodic (sp. gr. 1.80).....       | per oz.     | 60      |
| Hydrobromic, concent., 24%,          | per lb.     | 17      |
| per oz.                              | per lb.     | 25      |
| dil., U. S. P.....                   | per oz.     | 10      |
| Hydrocyanic, U. S. P.....            | per lb.     | 1 80    |
| Hydrofluoric.....                    | per lb.     | 1 80    |
| per 1/4-lb.                          | per 1/4-lb. | 2 25    |
| per oz.                              | per oz.     | 37      |
| for technical purposes               | per lb.     | 10      |
| in lead jugs.....                    | per lb.     | 1 00    |
| Hypophosphorous Solution, 50%,       | per lb.     | 18      |
| per lb.                              | per lb.     | 70      |
| Lactic, concent.....                 | per oz.     | 12      |
| Molybdic, c. p.....                  | per lb.     | 4 00    |
| per oz.                              | per oz.     | 39      |

|                                              |          |        |
|----------------------------------------------|----------|--------|
| Acid, Molybdic (cont'd), pure.....           | per lb.  | \$2 00 |
| per oz.                                      | 22       |        |
| Mono-chlor-acetic.....                       | per oz.  | 37     |
| Muriatic, com'l.....                         | per lb.  | 4      |
| in carboy.....                               | per lb.  | 12 5   |
| c. p.....                                    | per lb.  | 12     |
| Nitric, com'l.....                           | per lb.  | 7      |
| in carboy.....                               | per lb.  | 5      |
| c. p.....                                    | per lb.  | 14     |
| Nitromuriatic, c. p., U. S. P.....           | per lb.  | 30     |
| Oleic, purified.....                         | per lb.  | 40     |
| Oxalic.....                                  | per lb.  | 12     |
| c. p.....                                    | per lb.  | 32     |
| Phosphates.....                              | per gal. | 1 00   |
| Phosphoric, dilute, U. S. P.....             | per lb.  | 9      |
| conc., 50%.....                              | per lb.  | 25     |
| syruy, U. S. P.....                          | per lb.  | 35     |
| Phosphoric, Glacial.....                     | per lb.  | 55     |
| per oz.                                      | 11       |        |
| Picric.....                                  | per lb.  | 60     |
| Pyrogallol, oz. tins.....                    | per oz.  | 22     |
| 1/4-lb. tins.....                            | per lb.  | 2 35   |
| 1/2-lb. tins.....                            | per lb.  | 2 25   |
| 1-lb. tins.....                              | per lb.  | 2 15   |
| Pyroligneous.....                            | per lb.  | 10     |
| per gal.                                     | 40       |        |
| Salicylic, 5- and 10-lb. bundles, per lb.    | 41       |        |
| in 1-lb. boxes.....                          | per lb.  | 44     |
| from Oil Wintergreen,                        | per oz.  | 44     |
| Stearic.....                                 | per lb.  | 16     |
| Succinic.....                                | per lb.  | 2 75   |
| per oz.                                      | 27       |        |
| Sulphanilic.....                             | per lb.  | 25     |
| Sulphuric, com'l.....                        | per lb.  | 12 5   |
| in carboy.....                               | per lb.  | 50     |
| aromatic.....                                | per lb.  | 12     |
| c. p.....                                    | per lb.  | 10     |
| Sulphurous, U. S. P.....                     | per lb.  | 75     |
| Tannic, Rosengarten's.....                   | per oz.  | 11     |
| U. S. P., Mallinckrodt's.....                | per lb.  | 1 25   |
| per oz.                                      | 15       |        |
| Tartaric, crystals.....                      | per lb.  | 35     |
| powd.....                                    | per lb.  | 38     |
| Trichloroacetic.....                         | per oz.  | 32     |
| Valerianic.....                              | per oz.  | 30     |
| Aconitine, Amorphous, 1/2-oz. vials, per lb. | 11 20    |        |
| Adonidin, in 15-gr. vials.....               | each.    | 2 25   |
| Adeps Lani.....                              | per lb.  | 40     |
| Agaric, white.....                           | per lb.  | 40     |
| powd.....                                    | per lb.  | 50     |
| Agaricin.....                                | per oz.  | 90     |
| in 15-gr. vials.....                         | each.    | 10     |
| Agurin.....                                  | per oz.  | 1 70   |
| Alfrol (Bismuth Oxydlogallate, Roche)        | per oz.  | 1 00   |
| Albumen, Egg.....                            | per lb.  | 75     |
| Alcohol, 95%.....                            | per gal. | 2 65   |
| in 10-gal. lots.....                         | per gal. | 2 55   |
| amylic (Fusel oil).....                      | per lb.  | 45     |
| pure (Fusel oil).....                        | per lb.  | 50     |
| absolute.....                                | per lb.  | 50     |
| deod.....                                    | per gal. | 2 80   |
| in 10-gal. lots.....                         | per gal. | 2 70   |
| wood.....                                    | per gal. | 75     |
| in bbls., net cash.....                      | per gal. | 60     |
| Allspice.....                                | per lb.  | 14     |
| powd.....                                    | per lb.  | 18     |
| Almond Meal, white.....                      | per lb.  | 25     |
| Almonds, shelled, bitter.....                | per lb.  | 35     |
| sweet.....                                   | per lb.  | 35     |
| Aloin.....                                   | per oz.  | 8      |
| per lb.                                      | 55       |        |
| Alphozone.....                               | per oz.  | 4 50   |
| per 1/4-oz.                                  | 2 30     |        |
| per 1/2-oz.                                  | 1 20     |        |
| in 2-grain tablets, per bot. of 45.          | 1 00     |        |
| Alum, Ammonio-ferri.....                     | per lb.  | 25     |
| chrome, 1-lb. cartons.....                   | per lb.  | 14     |
| dried.....                                   | per lb.  | 12     |
| lump.....                                    | per lb.  | 4      |
| powd.....                                    | per lb.  | 8      |
| Potassium.....                               | per lb.  | 18     |
| Pencils, plain.....                          | per doz. | 1 40   |
| mounted on wood.....                         | per doz. | 3 50   |
| Aluminum, metallic, powd.....                | per lb.  | 1 40   |
| per oz.                                      | 17       |        |
| Acetate, pure.....                           | per lb.  | 85     |
| per oz.                                      | 14       |        |
| Sulphate, pure.....                          | per lb.  | 25     |
| c. p.....                                    | per lb.  | 50     |
| Amidol.....                                  | per oz.  | 75     |
| Ammonia Water, 16%.....                      | per lb.  | 6      |
| in carboy.....                               | per lb.  | 3 1/2  |
| 30%.....                                     | per lb.  | 7      |
| in carboy.....                               | per lb.  | 4 1/2  |
| 26%, in 1-lb. bots.....                      | per lb.  | 10     |
| in carboy.....                               | per lb.  | 6 1/2  |
| Ammonium, Acetate, cryst.....                | per oz.  | 14     |
| Benzoate.....                                | per oz.  | 14     |
| Bichromate.....                              | per lb.  | 75     |
| Bromide.....                                 | per lb.  | 54     |
| per oz.                                      | 10       |        |
| Carbonate.....                               | per lb.  | 14     |
| Carbonate, powd.....                         | per lb.  | 20     |
| resublimed, pure,                            | per lb.  | 30     |

|                                                  |           |        |
|--------------------------------------------------|-----------|--------|
| Ammonium (cont'd) Citrate.....                   | per oz.   | \$0 14 |
| Hypophosphite.....                               | per oz.   | 19     |
| Iodide.....                                      | per oz.   | 44     |
| Molybdate.....                                   | per lb.   | 3 00   |
| per oz.                                          | 29        |        |
| Muriate, gran., com'l.....                       | per lb.   | 10     |
| lump.....                                        | per lb.   | 14     |
| purified, 1-lb. car-                             |           |        |
| tons.....                                        | per lb.   | 18     |
| powd. 1-lb. cartons,                             | per lb.   | 20     |
| Nitrate, cryst., fused and                       |           |        |
| granular.....                                    | per lb.   | 25     |
| Oxalate.....                                     | per lb.   | 45     |
| Persulphate.....                                 | per oz.   | 16     |
| Phosphate.....                                   | per lb.   | 55     |
| Salicylate.....                                  | per oz.   | 13     |
| per lb.                                          | 1 00      |        |
| Sulphate, com'l.....                             | per lb.   | 5      |
| pure, resub. per lb.                             | 20        |        |
| Succinate.....                                   | per oz.   | 29     |
| Valerianate, cryst.....                          | per oz.   | 19     |
| Ammonol.....                                     | per oz.   | 1 05   |
| Amyl Acetate (Pear oil), com'l.....              | per gal.  | 2 00   |
| pure.....                                        | per lb.   | 65     |
| Valerianate (Apple oil).....                     | per lb.   | 2 50   |
| Nitrite.....                                     | per oz.   | 21     |
| Amylene Hydrate.....                             | per oz.   | 49     |
| Aniline, Black (aniline salt).....               | per lb.   | 60     |
| nigrosine, extra for ink,                        | per lb.   | 2 00   |
| Blue, cotton.....                                | per lb.   | 2 50   |
| acid, navy.....                                  | per lb.   | 2 50   |
| Blue, methyl.....                                | per lb.   | 3 50   |
| methylese medicinal, per oz.                     | 90        |        |
| Brown, acid, fast.....                           | per lb.   | 1 20   |
| Bismarck.....                                    | per lb.   | 75     |
| Cardinal.....                                    | per lb.   | 2 00   |
| Eosine, yellow.....                              | per lb.   | 3 00   |
| Fuchsine, red.....                               | per lb.   | 1 70   |
| Green, emerald, extra cryst. per lb.             | 2 00      |        |
| malachite, Victoria, per lb.                     | 1 50      |        |
| Orange.....                                      | per lb.   | 1 25   |
| Red, Albany.....                                 | per lb.   | 60     |
| fast.....                                        | per lb.   | 50     |
| Scarlet, extra, L. R.....                        | per lb.   | 1 25   |
| ordinary.....                                    | per lb.   | 75     |
| Violet, Hoffman's, BBB.....                      | per lb.   | 3 00   |
| red.....                                         | per lb.   | 2 50   |
| methyl, BB.....                                  | per lb.   | 2 50   |
| Yellow, lemon.....                               | per lb.   | 2 00   |
| Annatto.....                                     | per lb.   | 45     |
| Annattoine.....                                  | per lb.   | 70     |
| Anodyne, Hoffman's.....                          | per lb.   | 55     |
| U. S. P.....                                     | per lb.   | 88     |
| Anthrarobin.....                                 | per oz.   | 64     |
| Antidiphtheritic Serum,                          |           |        |
| No. 0, 500 antitoxic units.....                  | per bulb. | 89     |
| No. 1, 1000 antitoxic units.....                 | per bulb. | 1 50   |
| No. 2, 2000 antitoxic units.....                 | per bulb. | 2 62   |
| No. 3, 3000 antitoxic units.....                 | per bulb. | 3 75   |
| No. 4, 4000 antitoxic units.....                 | per bulb. | 4 87   |
| Antifebrin.....                                  | per oz.   | 17     |
| Antikamnia, Powdered or Tablets.....             | per oz.   | 1 00   |
| (1 gr., 2 gr., 5 gr., or 10 gr. each.)           |           |        |
| Antikamnia Combination Tablets.....              | per oz.   | 1 00   |
| in 10-ounce lots, assorted to                    |           |        |
| order.....                                       | per doz.  | 9 25   |
| Antikamnia Tablets, vest-pocket-boxes,           |           |        |
| (in one-gross lots, 5 per cent                   |           |        |
| discount.).....                                  | per oz.   | 1 00   |
| Antikamnia Tablets, Laxative.....                | per oz.   | 1 00   |
| Antikamnia and Codeine Tablets.....              | per oz.   | 1 00   |
| (4 1/2 gr. antikam., 1/4 gr. sulph. codeine.)    |           |        |
| Antikamnia and Heroin Tablets.....               | per oz.   | 1 00   |
| (5 gr. antikam., 1-12 gr. heroin hyd.)           |           |        |
| Antikamnia and Quinine Tablets.....              | per oz.   | 1 00   |
| (2 1/2 gr. antikam., 2 1/2 gr. sulph. quinine.)  |           |        |
| Antikamnia and Quinine Tablets, Laxative,        |           |        |
| per oz.                                          | 1 00      |        |
| Antikamnia and Salol Tablets.....                | per oz.   | 1 00   |
| (2 1/2 gr. antikam., 2 1/2 gr. salol.)           |           |        |
| Antikam., Quinine and Salol Tabs.....            | per oz.   | 1 00   |
| (3 gr. antikam., 2 gr. quinine, 1 gr. salol.)    |           |        |
| Antikamnia (10 oz. assorted).....                | per oz.   | 92 1/2 |
| Antimony, black, powd., com'l.....               | per lb.   | 8      |
| (sulphuret.) powd., pure,                        |           |        |
| per lb.                                          | 14        |        |
| Chloride Sol.....                                | per lb.   | 19     |
| Diaphoretic.....                                 | per lb.   | 1 00   |
| Metallic.....                                    | per lb.   | 25     |
| Oxide, white.....                                | per lb.   | 35     |
| Tartrate and Potassium (see                      |           |        |
| Tartar Emetic).....                              | per lb.   | 38     |
| Antinosine.....                                  | per oz.   | 2 10   |
| Antinnohin, in lb. cans.....                     | per lb.   | 85     |
| Antipyrin, Knorr's.....                          | per oz.   | 31     |
| New.....                                         | per oz.   | 22     |
| in lbs.....                                      | per lb.   | 3 00   |
| Antispasmin, in 15-gr. vials.....                | each.     | 75     |
| Apitol, crystals, white, 15-gr. vials, per vial. | 25        |        |
| fluid, green.....                                | per vial. | 38     |
| Apolysin.....                                    | per oz.   | 1 00   |
| Apomorphia Muriate, amorphous, in 1/2-oz.        |           |        |
| vials.....                                       | per oz.   | 2 80   |
| Areca Nut.....                                   | per lb.   | 15     |
| powd.....                                        | per lb.   | 25     |



|                                                                           |                                                                         |                                                                               |
|---------------------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| <b>Argols, Red</b> .....per lb. \$0 12                                    | <b>Bark (cont'd), Soap, powd.</b> .....per lb. \$0 15                   | <b>Caffeine (cont'd) Sulphate, 1-oz. vials, per oz.</b> \$0 35                |
| powd.....per lb. 15                                                       | Wahoo.....per lb. 35                                                    | Valerianate, 1-oz. vials.....per oz. 40                                       |
| <b>Argyrol</b> .....per oz. 1 50                                          | White Pine.....per lb. 16                                               | and Sodium Benzoate.....per oz. 35                                            |
| <b>Aristochin</b> .....per oz. 2 30                                       | Willow.....per lb. 15                                                   | Salicylate.....per oz. 33                                                     |
| <b>Aristol (in 25-oz. lots, \$1.65)</b> .....per oz. 1 50                 | <b>Barley, Pearl</b> .....per lb. 6                                     | <b>Calamine (light or dark)</b> .....per lb. 12                               |
| <b>Arrowroot, American</b> .....per lb. 10                                | Robinson's, $\frac{1}{2}$ lbs.....per doz. 1 50                         | <b>Calcium</b> .....per oz. 19                                                |
| Jamaica (so-called Bermuda),                                              | 1 lb.....per doz. 2 35                                                  | Benzoate.....per oz. 12                                                       |
| per lb. 35                                                                | <b>Bath Brick, 2 doz. in case</b> .....per case. 80                     | Bromide.....per lb. 60                                                        |
| St. Vincent.....per lb. 16                                                | <b>Bay Rum, domestic</b> .....per gal. 2 25                             | Carb. precip.....per lb. 10                                                   |
| <b>Arrowroot</b> .....Taylor's, $\frac{1}{4}$ s.....per lb. 38            | imported.....per gal. 2 75                                              | Carbide.....per lb. 30                                                        |
| True Bermuda.....per lb. 50                                               | in $\frac{1}{2}$ bbls.....per gal. 2 25                                 | Chloride, fused, anhydrous,                                                   |
| <b>Arsenic, Bromide</b> .....per oz. 27                                   | in 10-gal. kegs.....per gal. 2 35                                       | per lb. 60                                                                    |
| Solution.....per lb. 40                                                   | <b>Beans, Calabar</b> .....per lb. 1 00                                 | or gran.....per lb. 24                                                        |
| Chloride Solution.....per lb. 30                                          | St. Ignatius.....per lb. 30                                             | coml., for automobiles,                                                       |
| Mercury Iodide Sol., Donovan's                                            | St. Johns.....per lb. 10                                                | per lb. 8 to 10c                                                              |
| per lb. 26                                                                | Tonka, Angostura.....per lb. 1 00                                       | Glycerophosphate.....per oz. 29                                               |
| Solution, Fowler's.....per lb. 10                                         | Vanilla, Bourbon, 6, 7, 8, 9-inch,                                      | Hypophosphite.....per lb. 63                                                  |
| powd., white.....per lb. 10                                               | per lb. \$4 00 to 6 00                                                  | Iodide.....per oz. 43                                                         |
| Iodide.....per oz. 45                                                     | Mexican, No. 1, $6\frac{1}{4}$ to 9-                                    | Lactophosphate.....per oz. 17                                                 |
| Red.....per lb. 14                                                        | inch.....per lb., 6 00 to 7 50                                          | Phosphate precip., 1-lb. carton,                                              |
| Yellow.....per lb. 18                                                     | Tahiti, 6 to $7\frac{1}{4}$ -in.....per lb. 2 50                        | per lb. 19                                                                    |
| <b>Asbestos, fibrous, long</b> .....per lb. 35                            | <b>Benzine</b> .....per gal. 25                                         | Salicylate.....per oz. 22                                                     |
| ground.....per lb. 10                                                     | in bbls.....per gal. 12                                                 | <b>Calomel, American</b> .....per lb. 97                                      |
| <b>Aseptol</b> .....per oz. 26                                            | <b>Benzoic, pure</b> .....per lb. 30                                    | English.....per lb. 1 25                                                      |
| <b>Asparagin, in <math>\frac{1}{2}</math>-oz. vials</b> .....per oz. 1 50 | <b>Benzonaphthol</b> .....per oz. 27                                    | <b>Camphor</b> .....per lb. 82                                                |
| <b>Aspirin</b> .....per oz. 43                                            | <b>Berberine, carbonate</b> .....per oz. 5 00                           | in $\frac{1}{4}$ -lb. squares.....per lb. 83                                  |
| <b>Atropia, in <math>\frac{1}{2}</math>-oz. vials</b> .....per oz. 5 60   | hydrochlorate.....per oz. 2 00                                          | in $\frac{1}{4}$ -lb. squares, cases 100 lbs.,                                |
| Sulphate, in $\frac{1}{2}$ -oz. vials.....per oz. 4 70                    | pure.....per oz. 2 50                                                   | per lb. 78                                                                    |
| <b>Balsam, Copaiba, Angostura</b> .....per lb. 50                         | sulphate.....per oz. 2 00                                               | In 1-oz. blocks.....per lb. 84                                                |
| Central America.....per lb. 45                                            | <b>Berries, Buckthorn</b> .....per lb. 25                               | in bbls.....per lb. 76                                                        |
| Para.....per lb. 50                                                       | Cocculus Ind.....per lb. 12                                             | powd.....per lb. 95                                                           |
| solidifiable.....per lb. 75                                               | Cubeb.....per lb. 15                                                    | Monobromated.....per oz. 32                                                   |
| solidified.....per lb. 1 00                                               | powd.....per lb. 20                                                     | per lb. 1 50                                                                  |
| Fir, Canada.....per lb. 60                                                | Juniper.....per lb. 8                                                   | <b>Candy, Rock, on strings</b> .....per lb. 12                                |
| Oregon.....per lb. 25                                                     | ground.....per lb. 12                                                   | <b>Cantharides, Chinese</b> .....per lb. 80                                   |
| Gurjun.....per lb. 80                                                     | Laurel.....per lb. 12                                                   | powd.....per lb. 85                                                           |
| Mecca.....per lb. 5 50                                                    | Poke.....per lb. 25                                                     | Russian.....per lb. 1 70                                                      |
| Peru.....per lb. 1 45                                                     | Prickly Ash.....per lb. 35                                              | powd.....per lb. 1 50                                                         |
| Sulphur.....per lb. 40                                                    | Sumac.....per lb. 18                                                    | <b>Capsicum, African, pods</b> .....per lb. 19                                |
| Tolu.....per lb. 40                                                       | <b>Betol</b> .....per oz. 60                                            | powd.....per lb. 22                                                           |
| Tranquille.....per lb. 75                                                 | <b>Bismuth and Ammonia Citrate</b> .....per oz. 27                      | <b>Caramel</b> .....per lb. 16                                                |
| <b>Barium</b> .....Acetate, 1-oz vials.....per oz. 14                     | Benzoate.....per oz. 29                                                 | <b>Carbon Bisulphuret</b> .....per lb., cans incl. 15                         |
| Carbonate, pure precip.....per lb. 28                                     | Beta Naphthol (Orphol).....per oz. 80                                   | in 5-lb. cans, per lb., cans incl. 13                                         |
| c. p. precip.....per lb. 32                                               | Citrate.....per oz. 27                                                  | Tetrachloride.....per lb. 27                                                  |
| Chloride (Mur.), c. p. cryst. per lb. 90                                  | Liquor.....per lb. 26                                                   | <b>Carmin, No. 40</b> .....per oz. 35                                         |
| recryst. per lb. 17                                                       | Metallic.....per lb. 3 00                                               | <b>Cassia Fistula</b> .....per lb. 15                                         |
| Hydrate, pure cryst.....per lb. 35                                        | Oxychloride.....per lb. 3 35                                            | <b>Castor Fiber</b> .....per oz. 1 10                                         |
| Iodide.....per oz. 57                                                     | Salicylate, 64%.....per oz. 27                                          | <b>Catechu</b> .....per lb. 14                                                |
| Nitrate, powd.....per lb. 12                                              | Subcarbonate.....per lb. 3 35                                           | powd.....per lb. 28                                                           |
| c. p.....per lb. 37                                                       | Subgallate.....per lb. 3 20                                             | <b>Cerate cantharides, <math>\frac{1}{2}</math> lb. rolls</b> .....per lb. 75 |
| Oxide, pure hydrated.....per lb. 35                                       | Subiodide.....per oz. 44                                                | <b>Cerium nitrate</b> .....per oz. 24                                         |
| per oz. 10                                                                | Subnitrate, U. S. P.....per lb. 2 75                                    | oxalate, in 1-oz. cartons.....per oz. 7                                       |
| Peroxide, anhydrous.....per lb. 30                                        | Rosengarten's.....per lb. 2 75                                          | per lb. 47                                                                    |
| Sulphate.....per lb. 13                                                   | Tannate.....per oz. 25                                                  | <b>Chalk, French, cut</b> .....per lb. 10                                     |
| pure precip.....per lb. 30                                                | Valerianate.....per oz. 40                                              | powd.....per lb. 5                                                            |
| Sulphide, com'l.....per lb. 35                                            | <b>Bladder Wrack</b> .....per lb. 25                                    | precip., English.....per lb. 10                                               |
| pure.....per lb. 45                                                       | <b>Blue Mass, powd.</b> .....per lb. 53                                 | prepared in drops.....per lb. 8                                               |
| per oz. 12                                                                | U. S. P.....per lb. 47                                                  | Red fingers.....per lb. 12                                                    |
| <b>Bark, Alder, black</b> .....per lb. 20                                 | Soluble, Tieman's.....per lb. 45                                        | White, lump.....per lb. 3                                                     |
| red or Tag.....per lb. 20                                                 | <b>Vitriol</b> .....per lb. 8                                           | in bbls.....per lb. $\frac{3}{4}$                                             |
| Angostura.....per lb. 50                                                  | in bbls.....per lb. 5 54                                                | <b>Charcoal, animal</b> .....per lb. 5                                        |
| Bayberry.....per lb. 18                                                   | powd.....per lb. 12                                                     | willow, in 1-lb. cartons.....per lb. 16                                       |
| powd.....per lb. 22                                                       | c. p.....per lb. 23                                                     | <b>China Clay</b> .....per lb. 8                                              |
| Buckthorn.....per lb. 20                                                  | <b>Borax, calcined</b> .....per lb. 50                                  | <b>Chinoidine</b> .....per oz. rolls. 12                                      |
| cut.....per lb. 25                                                        | powd.....per lb. 12                                                     | powd., purified.....per oz. 35                                                |
| Butternut.....per lb. 20                                                  | c. p. cryst. or powd.....per lb. 22                                     | <b>Chloralamid, in 25 gm. bot.</b> .....per bot. 50                           |
| Canella.....per lb. 20                                                    | refined.....per lb. 10                                                  | <b>Chloral, Croton, Hydrate</b> .....per oz. 40                               |
| powd.....per lb. 25                                                       | <b>Bole, Armenian</b> .....per lb. 10                                   | Hydrate, cryst.....per lb. 1 30                                               |
| Cascara Sagrada.....per lb. 25                                            | <b>Bone Ash</b> .....per lb. 8                                          | crusts.....per lb. 1 25                                                       |
| ground.....per lb. 30                                                     | <b>Bone, Cuttlefish</b> .....per lb. 30                                 | <b>Chloretone</b> .....per oz. 85                                             |
| Cascarilla.....per lb. 30                                                 | powd.....per lb. 25                                                     | <b>Chloroform</b> .....per lb. 45                                             |
| Cassia, in mats.....per lb. 12 1/2                                        | jewelers'.....per lb. 50                                                | purified.....per lb. 55                                                       |
| powd.....per lb. 18                                                       | <b>Boroglycerin</b> .....per lb. incl. 1 00                             | <b>Chlorophyl, for aqueous or alcoholic so-</b>                               |
| Saigon.....per lb. 55                                                     | 50% solution.....per lb. 50                                             | lutions.....per oz. 35                                                        |
| powd.....per lb. 65                                                       | <b>Breast Tea</b> .....per lb. 35                                       | <b>Chrysarobin (see Acid Crysophanic)</b>                                     |
| <b>Cherry</b> .....per lb. 20                                             | <b>Brimstone, Roll</b> .....per lb. 4                                   | <b>Cinaphenin</b> .....per oz. 1 35                                           |
| ground.....per lb. 22                                                     | in 50-lb. lots.....per lb. 3                                            | <b>Cinchonidia Salicylate</b> .....per oz. 38                                 |
| <b>Cinchona Callisaya Quill</b> .....per lb. 35                           | in bbls.....per lb. 2 1/2                                               | Sulphate, 5-oz. tins.....per oz. 27                                           |
| powd.....per lb. 49                                                       | <b>Bromal Hydrate</b> .....per oz. 1 50                                 | in 100-oz. tins.....per oz. 24                                                |
| Red, Quill.....per lb. 40                                                 | <b>Bromine</b> .....per lb. 70                                          | in 1-oz. vials.....per oz. 32                                                 |
| powd.....per lb. 45                                                       | per oz. incl. tin and vial. 19                                          | <b>Citrophen</b> .....per oz. 90                                              |
| Yellow.....per lb. 30                                                     | Trichloride, 1 oz. vials and cans,                                      | <b>Civet</b> .....per oz. 3 00                                                |
| powd.....per lb. 35                                                       | per oz. 60                                                              | <b>Cloves</b> .....per lb. 20                                                 |
| <b>Cinnamon, Ceylon</b> .....per lb. 35                                   | <b>Bromoform</b> .....per oz. 19                                        | powd.....per lb. 24                                                           |
| powd.....per lb. 40                                                       | <b>Bromopin</b> .....per oz. 18                                         | <b>Cobalt, powd. (fly poison)</b> .....per lb. 25                             |
| <b>Condurango</b> .....per lb. 35                                         | <b>Brucine, pure or sulph.</b> , $\frac{1}{2}$ -oz. vials, per oz. 1 75 | <b>Cocaine Hydrochlorate, large crystals,</b>                                 |
| <b>Coto</b> .....per lb. 45                                               | <b>Buds, Balm Gilead</b> .....per lb. 75                                | P. D. & Co.'s, in 1-oz. vials incl. per oz. 4 75                              |
| <b>Cotton-root</b> .....per lb. 50                                        | Cassia.....per lb. 25                                                   | <b>Cocaine Hydrochlorate, small cryst.,</b>                                   |
| <b>Cramp</b> .....per lb. 16                                              | <b>Cacao Butter</b> .....per lb. 50                                     | P. D. & Co.'s, in $\frac{1}{2}$ -oz. vials.....per oz. 4 40                   |
| <b>Elm, ground</b> .....per lb. 25                                        | Barker's Rolls, 40 in box, per box. 1 60                                | in 1-oz. vials.....per oz. 4 25                                               |
| powd.....per lb. 30                                                       | <b>Cadmium Bromide</b> .....per oz. 22                                  | in $\frac{1}{2}$ -oz. vials.....per oz. 4 05                                  |
| slab, in 5-lb. bundles.....per lb. 40                                     | per lb. 1 40                                                            | Cocaine Muriate, cryst., bulk.....per oz. 4 00                                |
| <b>Hemlock</b> .....per lb. 15                                            | Chloride.....per oz. 24                                                 | in 1-oz. vials.....per oz. 4 05                                               |
| powd.....per lb. 20                                                       | Iodide.....per oz. 40                                                   | in $\frac{1}{2}$ -oz. vials.....per oz. 4 25                                  |
| <b>Mezereon</b> .....per lb. 30                                           | Metallic.....per lb. 1 35                                               | Phenale, 50% sol.....in 30-gr. vials. 1 25                                    |
| <b>Oak, white</b> .....per lb. 15                                         | Nitrate.....per oz. 22                                                  | <b>Cochineal, Honduras</b> .....per lb. 50                                    |
| powd.....per lb. 20                                                       | Sulphate.....per oz. 22                                                 | powd.....per lb. 55                                                           |
| <b>Pomegranate, fruit</b> .....per lb. 25                                 | <b>Caffeine (Theine), pure</b> .....per lb. 8 50                        | <b>Cocoa, Baker's Bromo</b> .....per lb. 48                                   |
| bark of root.....per lb. 35                                               | 1 oz. cartons.....per oz. 29                                            | Breakfast.....per lb. 45                                                      |
| <b>Poplar</b> .....per lb. 15                                             | Acetate, $\frac{1}{2}$ -oz. vials.....per oz. 81                        | Epps'.....per lb. 50                                                          |
| powd.....per lb. 20                                                       | Benzoate, 1-oz. vials.....per oz. 81                                    | Butter of, Baker's White.....per lb. 55                                       |
| <b>Prickly Ash</b> .....per lb. 35                                        | Bromide, 1-oz. vials.....per oz. 81                                     | Huyler's.....per lb. 50                                                       |
| <b>Quebracho</b> .....per lb. 13                                          | Citrate, 1-oz. vials.....per lb. 2 20                                   | Mailard's.....per lb. 50                                                      |
| <b>Sassafras</b> .....per lb. 20                                          | Hydrochlorate, 1-oz. vials.....per oz. 25                               | <b>Codeine, pure, in <math>\frac{1}{2}</math>-oz. vials</b> .....per oz. 4 40 |
| powd.....per lb. 30                                                       | Nitrate, 1-oz. vials.....per oz. 75                                     | Phosphate, in $\frac{1}{2}$ -oz. vials.....per oz. 8 90                       |
| <b>Simaruba</b> .....per lb. 10                                           | Salicylate, 1-oz. vials.....per oz. 35                                  | Muriate, Rosengarten's.....per oz. 8 95                                       |
| <b>Soap</b> .....per lb. 12                                               |                                                                         |                                                                               |
| ground.....per lb. 12                                                     |                                                                         |                                                                               |



|                                                                                                                                                                                                                                                          |                                                                    |                                                                                    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|------------------------------------------------------------------------------------|
| <b>Codeine</b> (cont'd) Sulphate, in ¼-oz. vials, per oz. \$4 15                                                                                                                                                                                         | <b>Flowers</b> (cont'd), Chamomile, German, per lb. \$0 25         | <b>Gum</b> (cont'd) Aloes, Soc., powd. per lb. \$0 40                              |
| <b>Coffee</b> , Acorn, per lb. 20                                                                                                                                                                                                                        | Roman, per lb. 30                                                  | Amber, tears, per lb. 40                                                           |
| <b>Colchicine</b> , cryst., in 15-gr. vials, each. 2 10                                                                                                                                                                                                  | Elder, per lb. 20                                                  | Ammoniac, tears, per lb. 39                                                        |
| <b>Colocynth Apples</b> , select, per lb. 60                                                                                                                                                                                                             | Insect (Pyrethrum), per lb. 40                                     | powd., per lb. 76                                                                  |
| powd., per lb. 65                                                                                                                                                                                                                                        | Koosso, per lb. 60                                                 | Arabic, 1st., per lb. 50                                                           |
| <b>Collodion</b> , per lb. 77                                                                                                                                                                                                                            | powd., per lb. 75                                                  | powd., per lb. 50                                                                  |
| Cantharidal, per lb. 2 00                                                                                                                                                                                                                                | Lavender, per lb. 15                                               | 2d., per lb. 30                                                                    |
| <b>Copper</b> , Arseniate, per oz. 19                                                                                                                                                                                                                    | Malva Black, per lb. 35                                            | sorts, per lb. 20                                                                  |
| Arsenite, per oz. 19                                                                                                                                                                                                                                     | no calyx, per lb. 40                                               | Asafetida, select, per lb. 22                                                      |
| Acetate, cryst., per lb. 60                                                                                                                                                                                                                              | Blue, per lb. 50                                                   | Benzoin, marbled, per lb. 45                                                       |
| Carbonate, per lb. 28                                                                                                                                                                                                                                    | Mellilot, per lb. 30                                               | Siam, per lb. 1 75                                                                 |
| Chloride, per lb. 60                                                                                                                                                                                                                                     | Mullein, per lb. 90                                                | Catechu, per lb. 14                                                                |
| Iodide, per oz. 49                                                                                                                                                                                                                                       | Orange, per lb. 1 00                                               | Chicle, per lb. 45                                                                 |
| Oxide, Black, per lb. 75                                                                                                                                                                                                                                 | Poppy, red, per lb. 50                                             | Damar, per lb. 20                                                                  |
| Sulphate (see Blue Vitriol), per lb. 75                                                                                                                                                                                                                  | Red Rose, per lb. 1 50                                             | Elimi, per lb. 50                                                                  |
| purified, 1-lb. cartons, per lb. 28                                                                                                                                                                                                                      | powd., per lb. 1 60                                                | Galbanum, pure, strained, per lb. 1 25                                             |
| <b>Copperas</b> , per lb. 3                                                                                                                                                                                                                              | Rosemary, per lb. 35                                               | Gamboge, powd., per lb. 1 10                                                       |
| in bbis, per lb. 34                                                                                                                                                                                                                                      | Saffron, American, per lb. 1 50                                    | pipe, select, per lb. 1 00                                                         |
| <b>Cornu Cervi</b> , calcined, per lb. 20                                                                                                                                                                                                                | Spanish, per lb. 9 00                                              | Gualac, select, strained, per lb. 35                                               |
| shavings, per lb. 25                                                                                                                                                                                                                                     | Tilia, with leaves, per lb. 30                                     | powd., per lb. 40                                                                  |
| <b>Corrosive Sublimat</b> , cryst., per lb. 88                                                                                                                                                                                                           | no leaves, per lb. 40                                              | Kino, true, per lb. 40                                                             |
| powd., per lb. 98                                                                                                                                                                                                                                        | <b>Formalin</b> , per lb. 1 60                                     | powd., per lb. 45                                                                  |
| c. p., per lb. 1 25                                                                                                                                                                                                                                      | <b>Formaldehyde</b> , 40%, per lb. 24                              | Mastic, per lb. 50                                                                 |
| <b>Cotton</b> , true, ¼'s, per oz. 14 00                                                                                                                                                                                                                 | per gal. 1 35                                                      | Myrrh, select, per lb. 40                                                          |
| <b>Cotton</b> , Gun, per oz. 18                                                                                                                                                                                                                          | carboys, per gal. 1 60                                             | Opium, per lb. 2 90                                                                |
| <b>Cream Tartar</b> , crystals, per lb. 30-33                                                                                                                                                                                                            | <b>Formin</b> , per lb. 2 00                                       | powd., per lb. 3 90                                                                |
| pure, powd., per lb. 30-33                                                                                                                                                                                                                               | Merck, per oz. 22                                                  | Senegal, per lb. 25                                                                |
| <b>Creolin Pearson</b> , 1-lb., per doz. 8 00                                                                                                                                                                                                            | <b>Frosting</b> , white, per lb. 35                                | sifted, per lb. 28                                                                 |
| <b>Creosote</b> , Beechwood, per lb. 1 00                                                                                                                                                                                                                | <b>Fullers' Earth</b> (see Earth, Fullers'), per lb. 35            | Sandarac, per lb. 30                                                               |
| Carbonate, per oz. 65                                                                                                                                                                                                                                    | <b>Galadul</b> , per oz. 37                                        | Shellac, bleached, per lb. 58                                                      |
| NOTE: Only the creosote made from wood-tar should be sold as "creosote." The coal-tar product is poisonous; it should be known and sold for what it really is—"carbolic acid, liquefied;" and it will be found listed under this name among the "acids." | <b>Gallanol</b> , per oz. 1 25                                     | native, per lb. 66                                                                 |
| <b>Crocus Martis</b> , per lb. 10                                                                                                                                                                                                                        | <b>Gallobromol</b> , per oz. 1 25                                  | English, per lb. 75                                                                |
| <b>Cudbear</b> , Metallorum, powd., per lb. 27                                                                                                                                                                                                           | <b>Galls</b> , Aleppo, per lb. 25                                  | D. C., per lb. 1 10                                                                |
| <b>Cumarine</b> , per oz. 39                                                                                                                                                                                                                             | powd., per lb. 30                                                  | Garnet, per lb. 55                                                                 |
| <b>Daturine Alkaloid</b> cryst., 15-gr. vials, each. 1 50                                                                                                                                                                                                | <b>Gambler</b> , or Terra Japonica, per lb. 9                      | powd., per lb. 70                                                                  |
| Sulphate, 15-gr. vials, each. 1 50                                                                                                                                                                                                                       | <b>Garantose</b> (550 times sweeter than best sugar), per lb. 1 75 | Spruce, true, per lb. 1 50                                                         |
| <b>Dermatol</b> , per oz. 1 50                                                                                                                                                                                                                           | per oz. 15                                                         | extra, per lb. 2 00                                                                |
| per lb. 2 50                                                                                                                                                                                                                                             | <b>Garlic</b> , in strings, per string. 25                         | Storax, liquid, per lb. 35                                                         |
| <b>Dextrin</b> , white, per lb. 10                                                                                                                                                                                                                       | <b>Gelatinum</b> , in 1-lb. jars, per lb. 75                       | Thus, per lb. 15                                                                   |
| yellow, per lb. 9                                                                                                                                                                                                                                        | <b>Gelatin</b> , Cox's, 2-oz., per doz. 1 75                       | Tragacanth, flake, 1st., per lb. 80                                                |
| <b>Dextrose</b> (Grape Sugar), c. p., per lb. 2 00                                                                                                                                                                                                       | 1-oz., per doz. 1 25                                               | 2d., per lb. 60                                                                    |
| <b>Diabetin</b> , per lb. 1 60                                                                                                                                                                                                                           | Cooper's, 2-oz., per doz. 75                                       | powd., per lb. 60 to 1 10                                                          |
| <b>Diastase of Malt</b> , Medicinal, per oz. 1 14                                                                                                                                                                                                        | sheet, per lb. 50                                                  | ribbon, No. 1, per lb. 1 00                                                        |
| <b>Digitalin</b> , pure, in ¼-oz. vials incl. per oz. 7 00                                                                                                                                                                                               | French, pink, per lb. 1 00                                         | Gutta Percha, crude shavings, per lb. 1 75                                         |
| in 15-grain vials, per vial. 40                                                                                                                                                                                                                          | white, extra, per lb. 60                                           | sheet, per lb. 1 75                                                                |
| <b>Diogen</b> (photographic developer), per oz. 37                                                                                                                                                                                                       | No. 1, per lb. 50                                                  | Hedonal, per oz. 1 60                                                              |
| <b>Dionin</b> , 15-gr. vials, each. 35                                                                                                                                                                                                                   | No. 2, per lb. 35                                                  | Helenin, cryst., white, in 15-gr. vials, each. 50                                  |
| Tablets, ¼-gr., 100 in vial, per bot. 35                                                                                                                                                                                                                 | <b>German</b> , gold label, per lb. 50                             | Heliotropin, in 1-oz. vials, per oz. 09                                            |
| ¼-gr., 50 in vial, per bot. 35                                                                                                                                                                                                                           | silver label, per lb. 35                                           | Hematoxylin, in ¼-oz. vials, per oz. 2 00                                          |
| <b>Diuretin</b> , Knoll's, per oz. 1 75                                                                                                                                                                                                                  | copper label, per lb. 30                                           | Hemo-gallol, per oz. 80                                                            |
| <b>Dover's Powder</b> , U. S. P., per lb. 1 15                                                                                                                                                                                                           | Nelson's, 2-oz., per doz. 1 65                                     | Tablets, 4-gr., 100 in bot., each. 80                                              |
| <b>Dragon's Blood</b> , powd., per lb. 50                                                                                                                                                                                                                | amber, per lb. 1 15                                                | <b>Hemol</b> , in 15-grain vials, each. 33                                         |
| select, per lb. 80                                                                                                                                                                                                                                       | photo, No. 1, per lb. 1 40                                         | Heroin, in 15-grain vials, each. 33                                                |
| <b>Duboisin Sulphate</b> , 15-gr. vials, each. 1 50                                                                                                                                                                                                      | No. 2, per lb. 1 20                                                | in ¼-oz. vials, per oz. 5 15                                                       |
| <b>Earth</b> , Fullers', per lb. 5                                                                                                                                                                                                                       | <b>Gelsemin</b> (resinoid), per oz. 2 50                           | in ½-oz. vials, per oz. 5 00                                                       |
| powd., per lb. 8                                                                                                                                                                                                                                         | <b>Gelseminine</b> , Alkaloid, 15-gr. vials, each. 2 50            | in 1-oz. vials, per oz. 4 85                                                       |
| <b>Elkonogen</b> , 1-lb. tins incl., per lb. 3 95                                                                                                                                                                                                        | Hydrochlor., amorph., 15-gr. vials, each. 2 50                     | in ½-oz. vials, per oz. 5 15                                                       |
| ¼-lb. tins incl., per lb. 4 20                                                                                                                                                                                                                           | Sulphate, amorph., 15-gr. vial. 2 50                               | in 1-oz. vials, per oz. 4 85                                                       |
| ¼-lb. tins incl., per lb. 4 80                                                                                                                                                                                                                           | <b>Glass Wool</b> , per oz. 75                                     | <b>Hexamethylenetetramine</b> (Formin), per oz. 24                                 |
| 1-oz. tins incl., per oz. 37                                                                                                                                                                                                                             | <b>Gold Bromide</b> , in 15-gr. vials, each. 1 10                  | in ¼ lbs., per lb. 2 45                                                            |
| <b>Elaterin</b> , ¼-oz. vials, per oz. 18 00                                                                                                                                                                                                             | Chloride, in 15-gr. vials, per doz. 5 00                           | in ½ lbs., per lb. 2 39                                                            |
| <b>Elaterium</b> , per oz. 65                                                                                                                                                                                                                            | in 30-gr. vials, per doz. 10 50                                    | in 1 lb., per lb. 2 34                                                             |
| <b>Emery Flour</b> , per lb. 8                                                                                                                                                                                                                           | in ¼-oz. vials, per oz. 12 00                                      | <b>Hiera Picra</b> (pulp. aloes and canella), per lb. 35                           |
| Grain, per lb. 10                                                                                                                                                                                                                                        | and Sodium Bromide, in 15-gr. vials, each. 70                      | <b>Homatropine Alkaloid</b> , in 5-gr., 10-gr., and 15-gr. vials, per gr. 40 to 45 |
| <b>Epicarin</b> , per oz. 50                                                                                                                                                                                                                             | Chlor., 15-gr. in vials, per doz. 2 70                             | Hydrobrom., in 5-gr., 10-gr., and 15-gr. vials, per gr. 30 to 35                   |
| <b>Ergot</b> , German, powd., per lb. 70                                                                                                                                                                                                                 | in 30-gr. vials, per doz. 5 15                                     | Hydrochlor., in 5-gr., 10-gr., and 15-gr. vials, per gr. 37 to 42                  |
| Spanish, per lb. 60                                                                                                                                                                                                                                      | in ¼-oz. vials, per oz. 6 10                                       | Salicylate, in 5-gr., 10-gr., and 15-gr. vials, per gr. 37 to 42                   |
| <b>Ergotin</b> (Bonjean's), per lb. 70                                                                                                                                                                                                                   | Cyanide, tri, in 15-gr. vials, each. 2 75                          | Sulphate, in 5-gr., 10-gr., and 15-gr. vials, per gr. 37 to 42                     |
| powd., per lb. 42                                                                                                                                                                                                                                        | Oxide, in 15-grain vials, each. 1 20                               | <b>Hoffmann's Anodyne</b> , per lb. 55                                             |
| <b>Ergotin</b> (Bonjean's), per lb. 5 50                                                                                                                                                                                                                 | <b>Glycerin</b> , Price's, in 1-lb. bots., per lb. 55              | U. S. P., per lb. 88                                                               |
| <b>Eserine</b> , c. p., in 5-gr. tubes, each. 65                                                                                                                                                                                                         | in 5-lb. bots., per lb. 50                                         | <b>Holocaine</b> , in 1-gramme vials, each. 35                                     |
| Salicylate, in 5-gr. tubes, per gr. 11                                                                                                                                                                                                                   | Schering's, in 1-lb. bots., per lb. 40                             | <b>Honey</b> , strained, per lb. 12                                                |
| Sulphate, in 5-gr. tubes, per gr. 11                                                                                                                                                                                                                     | 28°, per lb. 20                                                    | <b>Hops</b> , new, per lb. 45                                                      |
| <b>Ether</b> , Acetic, per lb. 50                                                                                                                                                                                                                        | 28° in 50-lb. cans, per lb. 16                                     | 1899, bulk, per lb. 35                                                             |
| Butyric, per lb. 1 05                                                                                                                                                                                                                                    | 30°, per lb. 22                                                    | pressed, in ¼-lbs., ½-lbs., and 1-lbs., per lb. 45                                 |
| Chloric, conc., per lb. 65                                                                                                                                                                                                                               | 30° in 50-lb. cans, per lb. 17                                     | 1898, old, in ¼-lbs., ½-lbs., and 1-lbs., per lb. 20                               |
| Nitrous, conc., 1-10, per lb. 80                                                                                                                                                                                                                         | Vienna, c.p., in 1-lb. bots., per lb. 65                           | <b>Hydragogin</b> , 15-Gm. vials, ea. 90                                           |
| Rum, per lb. 1 56                                                                                                                                                                                                                                        | in 5-lb. bots., per lb. 60                                         | <b>Hydrastine</b> , Alkaloid, c. p., 15-gr. vials, ea. 55                          |
| Sulphuric, 1880, incl., per lb. 68                                                                                                                                                                                                                       | Bowers, in 1-lb. bots., per lb. 60                                 | Muriate, 15-gr. vials, ea. 55                                                      |
| 1890, incl., per lb. 76                                                                                                                                                                                                                                  | <b>Glycine</b> , in oz. vials, per oz. 75                          | per oz. 11 50                                                                      |
| washed, per lb. 72                                                                                                                                                                                                                                       | <b>Glycyrrhizin</b> , ammoniated, per oz. 29                       | Sulphate, 15-gr. vials, ea. 55                                                     |
| <b>Ethyl Bromide</b> , per oz. incl. 50                                                                                                                                                                                                                  | <b>Grains</b> Ambrette, per lb. 60                                 | per oz. 11 50                                                                      |
| Iodide, per oz. 50                                                                                                                                                                                                                                       | Paradise, per lb. 25                                               | <b>Hydrochinon</b> , lbs., ½ and ¼ lbs., per lb. 1 42-1 43                         |
| <b>Eucalyptol</b> , per oz. 17                                                                                                                                                                                                                           | per lb. 32                                                         | ozs., per lb. 15                                                                   |
| <b>Euphorin</b> , per oz. 1 00                                                                                                                                                                                                                           | <b>Green</b> , Paris, arsenic kegs, per lb. 13½                    | <b>Hydrogen Dioxide</b> , lbs., ½ lbs., and ¼ lbs., per lb. 30-44                  |
| <b>Europhen</b> , per oz. 1 80                                                                                                                                                                                                                           | 100-lb. kegs, per lb. 14                                           | <b>Hyoscine</b> , Amorph., in 15-gr. vials, each. 5 50                             |
| <b>Exalgin</b> , per oz. 1 40                                                                                                                                                                                                                            | 14 and 28-lb. pkgs., per lb. 15½                                   | Hydrobromate, in 3-gr., 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 50         |
| <b>Ext. Logwood</b> , bulk, per lb. 11                                                                                                                                                                                                                   | 1-lb. pkgs., per lb. 15½                                           | Hydrochlorate, in 3-gr., 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 50        |
| Witch Hazel, distilled, per gal. 75                                                                                                                                                                                                                      | ¼-lb. pkgs., per lb. 17½                                           |                                                                                    |
| in bbis, per gal. 60                                                                                                                                                                                                                                     | <b>Gualacol</b> , absolute, per oz. incl. 22                       |                                                                                    |
| <b>Ferratin</b> , powd., per oz. 85                                                                                                                                                                                                                      | Carbonate, per oz. incl. 1 50                                      |                                                                                    |
| tablets, per box. 85                                                                                                                                                                                                                                     | Salicylate, per oz. incl. 1 60                                     |                                                                                    |
| in 25-oz. lots, per oz. 1 35                                                                                                                                                                                                                             | <b>Gualamar</b> , per oz. 1 25                                     |                                                                                    |
| <b>Ferropyrine</b> , per lb. 14                                                                                                                                                                                                                          | <b>Guarana</b> (Paullinia), per lb. 90                             |                                                                                    |
| <b>Flake White</b> , per lb. 10                                                                                                                                                                                                                          | powd., per lb. 1 00                                                |                                                                                    |
| <b>Flour Spar</b> , per lb. 40                                                                                                                                                                                                                           | <b>Gum Aloes</b> , Cape, per lb. 20                                |                                                                                    |
| <b>Flowers</b> , Althea, per lb. 15                                                                                                                                                                                                                      | powd., per lb. 22                                                  |                                                                                    |
| Arnica, per lb. 30                                                                                                                                                                                                                                       | Curacao, per lb. 15                                                |                                                                                    |
| powd., per lb. 50                                                                                                                                                                                                                                        | powd., per lb. 20                                                  |                                                                                    |
| Borage, per lb. 50                                                                                                                                                                                                                                       | Soc., per lb. 30                                                   |                                                                                    |
| Calendula, per lb. 50                                                                                                                                                                                                                                    |                                                                    |                                                                                    |
| Cassia, per lb. 1 75                                                                                                                                                                                                                                     |                                                                    |                                                                                    |



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| <b>Hyoscyne</b> (cont'd) Hydriodate, in 3-gr., 5-gr., 10-gr., and 15-gr. vials, per gr., \$0.32-\$0.50 |  |
| Sulphate, in 3-gr., 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 50                                 |  |
| <b>Hyoscyamine</b> , alkaloid, cryst., in 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 40           |  |
| alkaloid, amorph., in 5-gr., 10-gr., and 15-gr. vials, per gr., 20 to 25                               |  |
| Hydrobromate, in 5-gr., 10-gr., and 15-gr. vials, per gr., 20 to 25                                    |  |
| Hydrochlorate, in 5-gr., 10-gr., and 15-gr. vials, per gr., 20 to 25                                   |  |
| Hydriodate, in 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 40                                      |  |
| Sulphate, amorph., in 5-gr., 10-gr., and 15-gr. vials, per gr., 20 to 25                               |  |
| Sulph., cryst., in 5-gr., 10-gr., and 15-gr. vials, per gr., 32 to 40                                  |  |
| <b>Hypnone</b> , medicinal, 1-oz. g. s. vials, per oz. 1.15                                            |  |
| <b>Iatrol</b> , per oz. 95                                                                             |  |
| <b>Ichthalbin</b> , per oz. 80                                                                         |  |
| Tablets, 5 grs., per oz. 1.00                                                                          |  |
| <b>Ichthyol</b> , Ammonium, lb., ½ lb. and ¼ lb., per lb. \$4.00-4.25                                  |  |
| ozs., per oz. 32                                                                                       |  |
| Sodium, ozs., per oz. 40                                                                               |  |
| <b>Imogen</b> (Photo. developer) per oz. bot. 37                                                       |  |
| <b>Indigo</b> , Manila, per lb. 80                                                                     |  |
| Madras, per lb. 85                                                                                     |  |
| powd., per lb. 95                                                                                      |  |
| Bengal, per lb. 1.60                                                                                   |  |
| powd., per lb. 1.70                                                                                    |  |
| <b>Insect Powder</b> , P. D. & Co., in kegs, per lb. 16 to 22                                          |  |
| <b>Iodantipyrin</b> (Iodopyrin) per oz. 1.40                                                           |  |
| <b>Iodine</b> , Crude, per lb. 3.75                                                                    |  |
| Resublimed, per lb. 4.15                                                                               |  |
| Bromide, per oz. 42                                                                                    |  |
| Solution, 15% per oz. 30                                                                               |  |
| Chloride Solution, per oz. 57                                                                          |  |
| <b>Iodipin</b> , 10% per oz. 28                                                                        |  |
| 25% per oz. 65                                                                                         |  |
| <b>Iodoform</b> , cryst. or powd., per lb. 4.75                                                        |  |
| Deodorized, per oz. 50                                                                                 |  |
| Bituminized, per oz. 70                                                                                |  |
| <b>Iodoformin</b> , per oz. 1.00                                                                       |  |
| <b>Iodoformogen</b> , per oz. 50                                                                       |  |
| <b>Iodol</b> , per oz. 1.25                                                                            |  |
| <b>Iodomuth</b> , per oz. 75                                                                           |  |
| <b>Iridin</b> , pure, per oz. 2.54                                                                     |  |
| <b>Iron</b> , Acetate, dry, per oz. 26                                                                 |  |
| liquor, U. S. P., per lb. 35                                                                           |  |
| tincture, per lb. 50                                                                                   |  |
| Albuminate, scales, per oz. 30                                                                         |  |
| Alcoholized, per lb. 32                                                                                |  |
| Ammoniated, per lb. 35                                                                                 |  |
| Arsenate (or arseniate), per oz. 18                                                                    |  |
| Arsenite, per oz. 18                                                                                   |  |
| Benzoate, per oz. 26                                                                                   |  |
| Bromide, per oz. 16                                                                                    |  |
| by hydrogen, 60-70%, per lb. 45                                                                        |  |
| gray, 80-85%, per lb. 50                                                                               |  |
| black, per lb. 42                                                                                      |  |
| Carb., precip., per lb. 12                                                                             |  |
| Carbonate, Proto, per lb. 30                                                                           |  |
| sach., per lb. 40                                                                                      |  |
| Chloride, crystals (Ferric Chloride), per lb. 25                                                       |  |
| solution, for tinct., per lb. 14                                                                       |  |
| tincture, per lb. 35                                                                                   |  |
| Proto. (Ferrous Chloride), per oz. 16                                                                  |  |
| Citrate, soluble, lbs., per lb. 51                                                                     |  |
| ozs., per oz. 11                                                                                       |  |
| U. S. P., per lb. 54                                                                                   |  |
| per oz. 11                                                                                             |  |
| <b>Citrate and Ammonia</b> , per lb. 51                                                                |  |
| green, scales, per lb. 68                                                                              |  |
| and Quinine, per oz. 22                                                                                |  |
| and Strychnine, per lb. 1.00                                                                           |  |
| ozs., per oz. 13                                                                                       |  |
| Quinine and Strych., per oz. 25                                                                        |  |
| Dialyzed, per lb. 30                                                                                   |  |
| Filings, per lb. 10                                                                                    |  |
| Ferrocyanide, medicinal, lbs., per lb. 44                                                              |  |
| ozs., per oz. 9                                                                                        |  |
| Glycerinophosphate, per oz. 35                                                                         |  |
| Hydr. Oxide (Ferric Hydrate), per lb. 35                                                               |  |
| Hypophosphite, per oz. 17                                                                              |  |
| per lb. 1.80                                                                                           |  |
| Iodide, per oz. 42                                                                                     |  |
| syrup, per lb. 42                                                                                      |  |
| Lactate, per oz. 9                                                                                     |  |
| Lactophosphate, per oz. 20                                                                             |  |
| Nitrate, for dyeing, per lb. 11                                                                        |  |
| Solution U. S. P., per lb. 25                                                                          |  |
| Oxalate, Ferrous, per oz. 16                                                                           |  |

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| <b>Iron</b> (cont'd) Oxalate, Ferric, per oz. \$0.19          |  |
| and Ammonium oxalate, Ferric, per oz. 14                      |  |
| Potassium oxalate, Ferric, per oz. 14                         |  |
| Sodium oxalate, Ferric, per oz. 14                            |  |
| Oxide, black, per lb. 40                                      |  |
| Phosphate precip., per lb. 37                                 |  |
| U. S. P., scales, per lb. 51                                  |  |
| per oz. 11                                                    |  |
| <b>Pyrophosphate</b> , per lb. 51                             |  |
| per oz. 11                                                    |  |
| Salicylate, per oz. 15                                        |  |
| Subsulphate, per lb. 27                                       |  |
| per oz. 8                                                     |  |
| Solution, per lb. 15                                          |  |
| Succinate, per oz. 29                                         |  |
| Sulphate, dried, pure, per lb. 17                             |  |
| com'l., per lb. 16                                            |  |
| pure, cryst., per lb. 6                                       |  |
| granulated, per lb. 8                                         |  |
| granulated, c. p., per lb. 27                                 |  |
| Sulphide, Ferrous, per lb. 15                                 |  |
| Sulphocarbonate, per oz. 13                                   |  |
| Tannate, per oz. 22                                           |  |
| Tartrate, per oz. 19                                          |  |
| and Ammonium, per lb. 62                                      |  |
| per oz. 11                                                    |  |
| Potassium, per lb. 48                                         |  |
| per oz. 10                                                    |  |
| Tersulphate, sol., U. S. P., per lb. 20                       |  |
| dried, per lb. 40                                             |  |
| Turnings (wrought iron), per lb. 10                           |  |
| Valerianate, per oz. 19                                       |  |
| and Ammonia Protosulph., per lb. 14                           |  |
| <b>Istinglass</b> , American, per lb. 1.00                    |  |
| Brazil shred, per lb. 2.90                                    |  |
| Russian, true Beluga, per lb. 4.50                            |  |
| Japanese, per lb. 70                                          |  |
| <b>Juice</b> , Cineraria Maritima, ¼-oz. bots., per doz. 9.00 |  |
| Conium, per lb. 1.50                                          |  |
| Dandelion, per lb. 1.25                                       |  |
| Elder, per lb. 50                                             |  |
| Juniper, per lb. 50                                           |  |
| Licorice, per lb. 60                                          |  |
| Lime, per gal. 50                                             |  |
| clarified, per gal. 1.25                                      |  |
| Papaw, dry, per oz. 1.00                                      |  |
| Kamala, powd., per lb. 60                                     |  |
| Kaolin, per lb. 7                                             |  |
| Kefir Fungi, per oz. 1.00                                     |  |
| Keratin, from horn, per oz. 75                                |  |
| pepsinized, in ¼-oz., per oz. 3.75                            |  |
| <b>Kermes mineral</b> , per lb. 30                            |  |
| <b>Kola Nuts</b> , Afr., per lb. 30                           |  |
| <b>Koussein Amorph.</b> , in ¼-oz., per oz. 6.00              |  |
| <b>Kryofine</b> , per oz. 1.00                                |  |
| <b>Lac Dye</b> , powd., per lb. 30                            |  |
| <b>Lacmoid scales</b> , in ¼-oz. vials, per oz. 1.75          |  |
| <b>Lactophenin</b> , powd., per oz. 1.00                      |  |
| tablets, per oz. 1.00                                         |  |
| in 25-oz. lots, per oz. 90                                    |  |
| <b>Lactucarium</b> , per lb. 9.00                             |  |
| in ozs., per oz. 64                                           |  |
| <b>Lanolin</b> , in ¼-lb., ½-lb., and 1-lb., per lb. 75       |  |
| <b>Lapis Calaminaris</b> , per lb. 10                         |  |
| <b>Lard</b> , Benzoated, in 5-lb. cans, per lb. 30            |  |
| Dehydrated, in 5-lb. cans, per lb. 30                         |  |
| <b>Largin</b> , per oz. 1.75                                  |  |
| <b>Lead</b> , Acetate, granular, pure, per lb. 30             |  |
| powd., pure, per lb. 30                                       |  |
| white, per lb. 14                                             |  |
| Benzoate, per oz. 24                                          |  |
| Bromide, per oz. 24                                           |  |
| Carbonate, per lb. 12                                         |  |
| pure, per lb. 60                                              |  |
| Chloride, pure, 1-oz., per oz. 12                             |  |
| Chromate, per lb. 1.10                                        |  |
| Iodide, powd., per oz. 30                                     |  |
| Metallic, pure, gran. (test), per lb. 50                      |  |
| Nitrate, per lb. 14                                           |  |
| c. p., per lb. 50                                             |  |
| Oxide, com'l., per lb. 12                                     |  |
| medicinal, per lb. 75                                         |  |
| Subacetate, sol., per lb. incl. 20                            |  |
| Sulphate, medicinal, per lb. 60                               |  |
| Tannate, dry, per oz. 24                                      |  |
| <b>Leaves</b> , Aconite, English, in 1-lb. cans, per lb. 1.10 |  |
| German, per lb. 15                                            |  |
| powd., per lb. 25                                             |  |
| pressed, ozs., per lb. 25                                     |  |
| Angelica, pressed, ozs., per lb. 25                           |  |
| Adder's Tongue, ozs., per lb. 40                              |  |
| Arbor Vitæ, per lb. 24                                        |  |
| Bay, ozs., per lb. 30                                         |  |
| Belladonna, English, 1-lb. tins, per lb. 1.20                 |  |
| German, per lb. 25                                            |  |
| powd., per lb. 30                                             |  |
| pressed, ozs., per lb. 38                                     |  |
| Benne, pressed, ozs., per lb. 60                              |  |
| Blessed Thistle, pressed, ozs., per lb. 34                    |  |
| Borage, pressed, ozs., per lb. 35                             |  |
| Buchu, long, per lb. 1.50                                     |  |
| short, per lb. 30                                             |  |

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| <b>Leaves</b> (cont'd) Buchu, short, powd., per lb. \$0.35                   |  |
| Buckbean, pressed, ozs., per lb. 30                                          |  |
| Cannabis Indica, per lb. 1.50                                                |  |
| Castor, per lb. 80                                                           |  |
| Coca, per lb. 40                                                             |  |
| Conium, English, 1-lb. tins, per lb. 1.00                                    |  |
| German, per lb. 20                                                           |  |
| powd., per lb. 25                                                            |  |
| pressed, ozs., per lb. 30                                                    |  |
| Coltsfoot, per lb. 20                                                        |  |
| pressed, ozs., per lb. 25                                                    |  |
| Damiana, per lb. 25                                                          |  |
| Digitalis, English, 1 lb. tins, per lb. 85                                   |  |
| German, per lb. 25                                                           |  |
| powd., per lb. 35                                                            |  |
| pressed, ozs., per lb. 30                                                    |  |
| Eucalyptus, per lb. 18                                                       |  |
| Grindella Robusta, per lb. 25                                                |  |
| Squarrosa, per lb. 40                                                        |  |
| Hardhack, pressed, ozs., per lb. 30                                          |  |
| Hemlock, pressed, ozs., per lb. 30                                           |  |
| Henbane, English, 1-lb. tins, per lb. 1.60                                   |  |
| German, per lb. 25                                                           |  |
| powd., per lb. 35                                                            |  |
| pressed, ozs., per lb. 30                                                    |  |
| Henna, per lb. 50                                                            |  |
| powd., per lb. 60                                                            |  |
| Jaborandi, per lb. 34                                                        |  |
| powd., per lb. 40                                                            |  |
| Liverwort, pressed, ozs., per lb. 27                                         |  |
| Lovage, pressed, ozs., per lb. 43                                            |  |
| Lungwort, pressed, ozs., per lb. 34                                          |  |
| Marjoram, sweet, per lb. 56                                                  |  |
| Matico, per lb. 25                                                           |  |
| powd., per lb. 40                                                            |  |
| Mistletoe, pressed, ozs., per lb. 30                                         |  |
| Mugwort, pressed, ozs., per lb. 35                                           |  |
| Mullein, pressed, ozs., per lb. 19                                           |  |
| Parsley, pressed, ozs., per lb. 40                                           |  |
| Plantain, pressed, ozs., per lb. 30                                          |  |
| Poppy, pressed, ozs., per lb. 35                                             |  |
| Raspberry, pressed, ozs., per lb. 25                                         |  |
| Rose, pale, per lb. 30                                                       |  |
| red, per lb. 1.25                                                            |  |
| Rosemary, bulk, per lb. 25                                                   |  |
| pressed, ozs., per lb. 25                                                    |  |
| Sage, American, leaf, per lb. 25                                             |  |
| Italian, per lb. 10                                                          |  |
| ground, per lb. 18                                                           |  |
| loose pressed, ¼'s, per lb. 15                                               |  |
| pressed, ¼'s, per lb. 12                                                     |  |
| pressed, ozs., per lb. 18                                                    |  |
| Savin, bulk, per lb. 20                                                      |  |
| powd., per lb. 20                                                            |  |
| pressed, ozs., per lb. 25                                                    |  |
| Senna, Alexandria, per lb. 30                                                |  |
| garbled, per lb. 25                                                          |  |
| powd., per lb. 15                                                            |  |
| Tinnevely, select, per lb. 20                                                |  |
| Stramonium, per lb. 25                                                       |  |
| powd., per lb. 34                                                            |  |
| pressed, ozs., per lb. 25                                                    |  |
| Strawberry, pressed, ozs., per lb. 25                                        |  |
| Sumac, pressed, ozs., per lb. 30                                             |  |
| Thyme, pressed, ozs., per lb. 34                                             |  |
| Uva Ursi, per lb. 12                                                         |  |
| powd., per lb. 30                                                            |  |
| Witch-hazel, pressed, ozs., per lb. 22                                       |  |
| <b>Leeches</b> , Swedish, per doz. 05                                        |  |
| <b>Lemon Peel</b> , per lb. 15                                               |  |
| ground, per lb. 17                                                           |  |
| <b>Licorice</b> Calabria, Corigliano, 4's, 6's, 8's, and 16's, per lb. 30-34 |  |
| Corigliano, mass, per lb. 27-30                                              |  |
| P. & S., 16's, per lb. 26-30                                                 |  |
| Solazzi, 4's, per lb. 28-32                                                  |  |
| powd., per lb. 30                                                            |  |
| <b>M. &amp; R.</b> , stick, 5-lb. boxes, per lb. 25                          |  |
| lozenges, 5-lb. boxes, per lb. 25                                            |  |
| Cataluna, 100 sticks in box, per box. 50                                     |  |
| wafers, in bags, 48 in box, per box. 1.35                                    |  |
| <b>Scudder's</b> , 8's and 16's, 5-lb. boxes, per lb. 25                     |  |
| lozenges, 5-lb. tins, per lb. 25                                             |  |
| 5c. packages, per box. 65                                                    |  |
| Eureka Pellets, 5-lb. tins, per lb. 25                                       |  |
| Y. & S., stick, 5-lb. boxes, per lb. 25                                      |  |
| Acme pellets, 5-lb. cans, per lb. 30                                         |  |
| Acme pellets, 5c. bags, 40 in box, per box. 1.10                             |  |
| lozenges, 5-lb. cans, per lb. 25                                             |  |
| wafers, per lb. 30                                                           |  |
| <b>Lime</b> Bisulphite solution, per gal. 30                                 |  |
| Carbolate, per doz. 1.30                                                     |  |
| No. 1, per lb. 25                                                            |  |
| No. 2, per lb. 9                                                             |  |
| Chloride, bulk, per lb. 6                                                    |  |
| bulk, jars, per lb. 5                                                        |  |
| in 1-lb. cans, per lb. 8                                                     |  |
| Glycerophosphate, per oz. 30                                                 |  |



|                                                               |                                                          |                                                                           |
|---------------------------------------------------------------|----------------------------------------------------------|---------------------------------------------------------------------------|
| <b>Lime</b> (cont'd) Iodide, Nichols.....per oz. \$0 42       | <b>Milk</b> (cont'd), Sugar, powd.....per lb. \$0 24     | <b>Oil</b> (cont'd) Palm.....per lb. \$0 18                               |
| <b>Lithium</b> Acetate.....per oz. 25                         | in 50-lb. lots, per lb. 22                               | Pennyroyal.....per lb. 1 50                                               |
| Benzoate.....per lb. 1 50                                     | <b>Morphia</b> Acetate, P. & W., 1/8's.....per oz. 2 60  | Peppermint, Wayne County.....per lb. 4 75                                 |
| Benzo-salicylate.....per oz. 16                               | Muriate, N. Y. Q., 1/8's.....per oz. 2 60                | Peppermint, Western.....per lb. 4 25                                      |
| Bitartrate.....per oz. 26                                     | P. & W., 1/8's.....per oz. 2 60                          | Pimento.....per lb. 2 25                                                  |
| Bromide.....per lb. incl. 2 30                                | Sulphate, N. Y. Q., 1/8's.....per oz. 2 60               | Pinus Sylvestris, German.....per lb. 1 00                                 |
| Carbonate.....per lb. incl. 2 30                              | ozs.....per oz. 2 35                                     | Poppy.....per lb. 35                                                      |
| Chloride.....per lb. 2 62                                     | Rosengarten's.....per oz. 2 35                           | Rhodium, true.....per oz. 65                                              |
| Citrate.....per lb. incl. 1 52                                | Mallinckrodt's 1/8's.....per oz. 2 60                    | Rose Geranium.....per oz. 65                                              |
| Glycerino-phosphate.....per oz. 74                            | ozs.....per oz. 2 35                                     | Rosemary Flowers.....per lb. 1 00                                         |
| Iodide.....per oz. 45                                         | <b>Moss</b> , Iceland.....per lb. 16                     | Rue.....per oz. 25                                                        |
| Nitrate.....per oz. 25                                        | Irish, bleached.....per lb. 35                           | Sandalwood, English.....per lb. 5 00                                      |
| Salicylate.....per lb. incl. 1 45                             | Musk, Chinese.....per lb. 35                             | German.....per lb. 2 75                                                   |
| Sulphate.....per oz. 17                                       | Tonquin, grain extra.....per dr. 4 00                    | Sassafras.....per lb. 85                                                  |
| Tartrate.....per oz. 30                                       | <b>Mustard</b> , yellow, Eng., powd.....per lb. 30       | Savin.....per lb. 90                                                      |
| <b>Litmus</b> Cubes.....per lb. 80                            | <b>Naphthalin</b> , balls, in bbl. lots.....per lb. 3    | Skunk.....per lb. 50                                                      |
| Paper (see Paper).....per oz. 53                              | in flakes, in bbl. lots.....per lb. 3                    | Spearmint.....per lb. 6 00                                                |
| <b>Lunar Caustic</b> , ozs. 2, 67% Nitrate Silver, per oz. 39 | pure.....per oz. 25                                      | Sperm.....per gal. 90                                                     |
| No. 3, 50% Nitrate Silver, per oz. 31                         | sticks, in bbl. lots.....per lb. 3                       | Tansy.....per lb. 4 50                                                    |
| Mitigated, 83% Nitrate Silver, per oz. 27                     | <b>Naphthol</b> , Beta.....per oz. 10                    | Thyme, white.....per lb. 1 30                                             |
| in cones.....per oz. 53                                       | Benzoate.....per oz. 22                                  | Wine, heavy.....per lb. 6 10                                              |
| <b>Lodestone</b> .....per lb. 35                              | <b>Nickel</b> , Acetate.....per oz. 30                   | light.....per lb. 3 50                                                    |
| <b>Lotion</b> , Granville's.....per lb. 38                    | Bromide.....per oz. 37                                   | Wintergreen, pure.....per lb. 2 75                                        |
| <b>Lupulin</b> .....per lb. 40                                | Carbonate.....per lb. 1 65                               | synthetic.....per lb. 60                                                  |
| <b>Lycopodium</b> , Russian.....per lb. 55                    | Chloride.....per oz. 19                                  | Wormseed, Baltimore.....per lb. 2 00                                      |
| <b>Lysol</b> .....per lb. 67                                  | Metallic.....per lb. 85                                  | Western.....per lb. 1 90                                                  |
| in 1-gal. jugs.....per gal. 4 00                              | Nitrate.....per oz. 19                                   | Wormwood, No. 1.....per lb. 4 50                                          |
| <b>Mace</b> .....per lb. 65                                   | Oxalate.....per oz. 24                                   | No. 2.....per lb. 3 00                                                    |
| powd.....per lb. 70                                           | Oxide, blk., c. p.....per oz. 24                         | <b>Orange Apples</b> .....per lb. 12                                      |
| <b>Madder</b> , Dutch.....per lb. 12                          | Sulphate.....per oz. 10                                  | Peel, Curacao discs.....per lb. 15                                        |
| <b>Magnesium</b> , Metallic powder, lbs. per lb. 2 35         | and Ammonium sulphate.....per lb. 25                     | ground.....per lb. 15                                                     |
| ozs. per oz. 20                                               | <b>Nutmegs</b> .....per lb. 35                           | ribbon.....per lb. 22                                                     |
| ribbon, oz. roll, per oz. 60                                  | powd.....per lb. 40                                      | Sicily.....per lb. 14                                                     |
| Acetate.....per oz. 24                                        | <b>Nux Vomica</b> , powd.....per lb. 18                  | Peel, Sicily, ground.....per lb. 15                                       |
| Benzoate.....per oz. 29                                       | rasped.....per lb. 16                                    | <b>Ortol</b> .....per oz. 75                                              |
| Boro-Citrate, lbs. per lb. 1 25                               | <b>Oakum</b> , surgeon's.....per lb. 18                  | <b>Pancreatin</b> , pure.....per oz. incl. 45                             |
| ozs. per oz. 18                                               | <b>Oil Meal</b> , in 100 lb. sacks.....per 100 lbs. 1 50 | <b>Papain</b> , in 1-oz. vials.....per oz. 1 10                           |
| Bromide.....per oz. 25                                        | <b>Oil Almonds</b> , sweet, Eng.....per lb. 50           | <b>Papoid</b> .....per oz. incl. 3 00                                     |
| Calcined.....per lb. 55                                       | Amber, crude.....per lb. 25                              | <b>Paraffine Wax</b> .....per lb. 12 to 14                                |
| Carbonate, 2-oz. pkgs. per lb. 18                             | rect.....per lb. 40                                      | <b>Paraldehyde</b> .....per lb. 1 40                                      |
| 4-oz. pkgs. per lb. 17                                        | Animal, Dippel's.....per lb. 30                          | <b>Pelletierie Tannate</b> , in 15-gr. vls. pr vial. 40                   |
| Chloride fused.....per lb. 30                                 | Anise.....per lb. 1 70                                   | <b>Pepper</b> , Black.....per lb. 30                                      |
| crystals.....per lb. 30                                       | Bay.....per lb. 4 50                                     | powd.....per lb. 22                                                       |
| Citrate.....per oz. 24                                        | Bergamot.....per lb. 2 75                                | White.....per lb. 24                                                      |
| Glycerinophosphate.....per oz. 44                             | Cade.....per lb. 40                                      | powd.....per lb. 28                                                       |
| Hypophosph. ....per oz. 17                                    | Cake.....per lb. 3                                       | <b>Phenacetine</b> .....per oz. 1 00                                      |
| Iodide.....per oz. 52                                         | in bags.....per lb. 1 1/4                                | <b>Phenol-Phthalein</b> .....per oz. 59                                   |
| Lactate.....per oz. 24                                        | Cajuput.....per lb. 80                                   | <b>Phenol Hydrochlorate</b> .....25 gm. incl. 1 50                        |
| Lactophosphate.....per oz. 29                                 | Camphor.....per lb. 20                                   | <b>Pilocarpine</b> Muriate, in 5, 10, and 15-gr. vls. per gr. 6           |
| Phosphate.....per lb. 50                                      | Capsicum.....per oz. 50                                  | Nitrate, in 5, 10, and 15-gr. vls., per gr. 6                             |
| Salicylate.....per oz. 25                                     | Caraway Seed.....per lb. 1 75                            | <b>Piperazine</b> .....10-gm. vial. 1 50                                  |
| Silicate.....per oz. 24                                       | Cassia.....per lb. 1 10                                  | in 1/4-oz. and 1-oz. vials.....per oz. 4 25                               |
| Sulphate, dried.....per lb. 13                                | Castor.....per gal. 92                                   | <b>Piperine</b> .....per oz. 60                                           |
| c. p.....per lb. 18                                           | Machine.....per gal. 35                                  | <b>Pitch</b> , black.....per lb. 6                                        |
| Sulphite.....per lb. 40                                       | Cedar, pure.....per lb. 1 00                             | Burgundy.....per lb. 10                                                   |
| <b>Manganese</b> , Black Oxide.....per lb. 10                 | Chaulmoogra.....per lb. 2 75                             | <b>Plaster</b> , Lead.....per lb. 45                                      |
| Borate.....per lb. 52                                         | Cherry Laurel.....per oz. 35                             | Mercury, U. S. P.....per lb. 1 00                                         |
| Bromide.....per oz. 38                                        | Cinnamon Bark, Ceylon.....per oz. 75                     | <b>Plaster-of-Paris</b> , dental.....per bbl. 2 00                        |
| Carbonate.....per oz. 14                                      | Citronella.....per lb. 35                                | <b>Platinum</b> and Potassium chloride, in 15-gr. vials.....per doz. 5 00 |
| Chloride.....per oz. 14                                       | Cloves.....per lb. 1 50                                  | <b>Plumbago</b> .....per lb. 8                                            |
| Citrate.....per oz. 29                                        | Coccanut.....per lb. 15                                  | <b>Podophyllin</b> .....per oz. 30                                        |
| Glycerinophosphate.....per oz. 44                             | Cod-liver, Norwegian.....per gal. 60 00                  | <b>Poppy Heads</b> .....per lb. 18                                        |
| Hypophosph. ....per oz. 16                                    | Copaiba, pure.....per lb. 1 15                           | <b>Potassium</b> Acetate.....per lb. 35                                   |
| Iodide.....per oz. 52                                         | Coriander Flowers.....per oz. 75                         | Bicarbonate.....per lb. 15                                                |
| Lactate.....per oz. 29                                        | Cottonseed.....per gal. 50                               | Bichromate.....per lb. 15                                                 |
| Phosphate.....per oz. 18                                      | Croton.....per lb. 1 40                                  | Bitartrate, in 50-lb. lots.....per lb. 26                                 |
| Sulphate.....per oz. 10                                       | Cubeb.....per lb. 1 25                                   | Bromide.....per lb. 40                                                    |
| pure cryst.....per lb. 50                                     | Ergot.....per oz. 10                                     | Rosengarten's.....per lb. 40                                              |
| dried.....per lb. 50                                          | Erigeron.....per lb. 85                                  | Carbonate.....per lb. 11                                                  |
| Peptonized.....per lb. 29                                     | Eucalyptus.....per lb. 85                                | Caustic pure by alcohol.....per lb. 50                                    |
| <b>Manna</b> , large flake.....per lb. 75                     | Fennel.....per lb. 1 50                                  | White, sticks.....per lb. 28                                              |
| small flake.....per lb. 60                                    | Fusel, rectified.....per lb. 60                          | Chlorate, cryst.....per lb. 14                                            |
| <b>Mannit</b> .....per lb. 3 25                               | Goose.....per lb. 50                                     | gran.....per lb. 19                                                       |
| <b>Marble Dust</b> .....per bbl. 1 75                         | Hemlock, pure.....per lb. 75                             | powd.....per lb. 14                                                       |
| <b>Meconin</b> , in 1/4-oz. vials.....per oz. 20 00           | Juniper Berries.....per lb. 1 25                         | Citrate.....per lb. 44                                                    |
| <b>Menthol</b> , Jap.....per lb. 8 75                         | Wood.....per lb. 40                                      | Cyanide, c. p.....per lb. 39                                              |
| cryst., P. D. & Co.....per oz. incl. 50                       | Lard, extra.....per gal. 75                              | fused.....per lb. 32                                                      |
| <b>Mercuriol</b> , 1/4-oz. vials.....per oz. 1 60             | No. 1.....per gal. 55                                    | Glycerinophosphate.....per oz. 34                                         |
| 1/4-oz. vials.....per oz. 1 55                                | in bbls.....per gal. 44                                  | Hypophosphite.....per lb. 68                                              |
| 1-oz. vials.....per oz. 1 50                                  | No. 2.....per gal. 53                                    | Iodide.....per lb. 3 10                                                   |
| <b>Mercury</b> , Acetate.....per oz. 83                       | in bbls.....per gal. 42                                  | Rosengarten's.....per lb. 3 10                                            |
| Ammoniated.....per lb. 1 13                                   | Lavender Flowers.....per lb. 2 00                        | Nitrate, cryst.....per lb. 10                                             |
| Bichloride.....per lb. 88                                     | Garden.....per lb. 85                                    | in kegs.....per lb. 7                                                     |
| Bisulphate.....per lb. 66                                     | Spice.....per lb. 1 00                                   | powd.....per lb. 12                                                       |
| Iodide, red.....per oz. 30                                    | Lemon.....per lb. 90                                     | Permanganate, cryst.....lb. incl. 23                                      |
| Metallic.....per lb. 68                                       | Lemongrass.....per lb. 4 00                              | Prussiate, red.....per lb. 60                                             |
| distilled.....per lb. 80                                      | Linseed, boiled.....per gal. 41                          | yellow.....per lb. 26                                                     |
| Oxide, yellow.....per oz. 18                                  | in bbls.....per gal. 39                                  | Salicylate.....per oz. 15                                                 |
| Protiodide.....per oz. 28                                     | Raw.....per gal. 40                                      | Sulphide.....per lb. incl. 25                                             |
| Salicylate.....per oz. 27                                     | in bbls.....per gal. 38                                  | Sulphate.....per lb. 12                                                   |
| Subsulphate.....per oz. 15                                    | Male Fern, ethereal.....per oz. 18                       | Tartrate.....per lb. 50                                                   |
| with chalk.....per lb. 42                                     | Mustard, Essential.....per oz. 50                        | <b>Powder</b> , Insect, in kegs.....per lb. 16                            |
| <b>Mercurial Ointment</b> , 1/4.....per lb. 50                | Neatsfoot.....per gal. 95                                | 50 lbs.....per lb. 16 1/4                                                 |
| <b>Metacarbol</b> (photo. developer).....per oz. 45           | Neroli, Bigarade, best.....per oz. 3 50                  | 25 lbs.....per lb. 17 1/4                                                 |
| <b>Milk</b> , Sugar, cryst.....per lb. 80                     | Orange, Bitter.....per oz. 3 00                          | in 10-lb. tins.....per lb. 20                                             |
|                                                               | Sweet.....per oz. 2 75                                   | <b>Propylamine</b> , pure liquid.....per oz. 50                           |
|                                                               | Oliva, Malaga.....per gal. 85                            | Muriate.....per oz. 3 50                                                  |
|                                                               | in bbls.....per gal. 85                                  | <b>Pyoktanin</b> .....per oz. 1 50                                        |
|                                                               | Salad, finest.....per gal. 2 75                          | <b>Quinidine</b> Sulph.....per oz. 55                                     |
|                                                               | Origanum, pure.....per gal. 45                           | <b>Quinine</b> Bisulphate.....per oz. 35                                  |
|                                                               |                                                          | Hydrobromate.....per oz. 59                                               |
|                                                               |                                                          | Muriate.....per oz. 57                                                    |
|                                                               |                                                          | Pure Alkaloid.....per oz. 65                                              |
|                                                               |                                                          | Salicylate.....per oz. 59                                                 |



|                                                       |                                 |
|-------------------------------------------------------|---------------------------------|
| <b>Quinine (cont'd) Sulphate, bulk, 100-oz. lots,</b> |                                 |
| per oz.                                               | \$0 25                          |
| 1-oz. cans,                                           |                                 |
| per oz.                                               | 33                              |
| N. Y. Q.....oz. vials,                                | 35                              |
| oz. cans,                                             | 33                              |
| P. & W.....oz. bots,                                  | 35                              |
| in 5-oz. tins, p. oz.                                 | 30                              |
| B. & S.....oz. bots,                                  | 35                              |
| in oz. cans,                                          | 33                              |
| German.....per oz. vial,                              | 35                              |
| in 5-oz. cans, per oz.                                | 30                              |
| Java, 100-oz. cans, pr oz.                            | 24                              |
| Rosengarten's.....per oz.                             | 35                              |
| in 5-oz. cans, per oz.                                | 30                              |
| Valerianate, in 1-oz. ctr.....per oz.                 | 62                              |
| <b>Red Precipitate.....</b>                           | <b>per lb.</b>                  |
| 1 09                                                  |                                 |
| <b>Resin, E.....</b>                                  | <b>per bbl. 280 lbs. gross.</b> |
| 4 25                                                  |                                 |
| G.....                                                | <b>per bbl. 280 lbs. gross.</b> |
| 4 50                                                  |                                 |
| WG.....                                               | <b>per bbl. 280 lbs. gross.</b> |
| 7 00                                                  |                                 |
| <b>Resorcin, recryst.....</b>                         | <b>per lb.</b>                  |
| 17                                                    |                                 |
| resublimed.....                                       | <b>per lb.</b>                  |
| 1 50                                                  |                                 |
| <b>Rheumatin.....</b>                                 | <b>per oz.</b>                  |
| 1 15                                                  |                                 |
| <b>Root, Aconite.....</b>                             | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Alkanet.....                                          | <b>per lb.</b>                  |
| 18                                                    |                                 |
| Angelica.....                                         | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Arnica.....                                           | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Ava (Kava Kava).....                                  | <b>per lb.</b>                  |
| 40                                                    |                                 |
| Belladonna.....                                       | <b>per lb.</b>                  |
| 28                                                    |                                 |
| Berberis Aquifol.....                                 | <b>per lb.</b>                  |
| 27                                                    |                                 |
| Blackberry.....                                       | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Blood.....                                            | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Burdock.....                                          | <b>per lb.</b>                  |
| 18                                                    |                                 |
| Calamus, White, peeled.....                           | <b>per lb.</b>                  |
| 55                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Canada Snake.....                                     | <b>per lb.</b>                  |
| 35                                                    |                                 |
| Cohosh, Black.....                                    | <b>per lb.</b>                  |
| 12                                                    |                                 |
| Blue.....                                             | <b>per lb.</b>                  |
| 18                                                    |                                 |
| Colchicum.....                                        | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Columbo.....                                          | <b>per lb.</b>                  |
| 20                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Comfrey.....                                          | <b>per lb.</b>                  |
| 23                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Culvers.....                                          | <b>per lb.</b>                  |
| 25                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Dandelion, American.....                              | <b>per lb.</b>                  |
| 17                                                    |                                 |
| German.....                                           | <b>per lb.</b>                  |
| 22                                                    |                                 |
| Elecampane.....                                       | <b>per lb.</b>                  |
| 11                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 15                                                    |                                 |
| Galangal.....                                         | <b>per lb.</b>                  |
| 15                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Gelsemium.....                                        | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Gentian.....                                          | <b>per lb.</b>                  |
| 12                                                    |                                 |
| ground.....                                           | <b>per lb.</b>                  |
| 15                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 12                                                    |                                 |
| Ginger, African.....                                  | <b>per lb.</b>                  |
| 10                                                    |                                 |
| ground.....                                           | <b>per lb.</b>                  |
| 11                                                    |                                 |
| 50 lbs.....                                           | <b>per lb.</b>                  |
| 9                                                     |                                 |
| Jamaica.....                                          | <b>per lb.</b>                  |
| 18                                                    |                                 |
| ground.....                                           | <b>per lb.</b>                  |
| 22                                                    |                                 |
| Ginseng.....                                          | <b>per lb.</b>                  |
| 8 50                                                  |                                 |
| Golden-seal.....                                      | <b>per lb.</b>                  |
| 1 75                                                  |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 1 85                                                  |                                 |
| Hellebore, Black.....                                 | <b>per lb.</b>                  |
| 25                                                    |                                 |
| White, powd.....                                      | <b>per lb.</b>                  |
| 10                                                    |                                 |
| Indian Hemp, Black.....                               | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Turnip.....                                           | <b>per lb.</b>                  |
| 26                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 35                                                    |                                 |
| Ipecac.....                                           | <b>per lb.</b>                  |
| 2 00                                                  |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 2 00                                                  |                                 |
| Jalap, powd.....                                      | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Lady's-slipper.....                                   | <b>per lb.</b>                  |
| 40                                                    |                                 |
| Licorice, Russian, bundles.....                       | <b>per lb.</b>                  |
| 18                                                    |                                 |
| cut, peeled.....                                      | <b>per lb.</b>                  |
| 25                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 23                                                    |                                 |
| Spanish, powd.....                                    | <b>per lb.</b>                  |
| 12-14                                                 |                                 |
| Lovage, select.....                                   | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Male-fern.....                                        | <b>per lb.</b>                  |
| 25                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 23                                                    |                                 |
| Mandrake.....                                         | <b>per lb.</b>                  |
| 18                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| in 50-lb. lots.....                                   | <b>per lb.</b>                  |
| 18                                                    |                                 |
| Marshmallow, cut.....                                 | <b>per lb.</b>                  |
| 25                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Musk.....                                             | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Orris, fingers, select.....                           | <b>per lb.</b>                  |
| 1 00                                                  |                                 |
| Florentine.....                                       | <b>per lb.</b>                  |
| 15-18                                                 |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 30-32                                                 |                                 |
| Verona.....                                           | <b>per lb.</b>                  |
| 12-14                                                 |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 15-18                                                 |                                 |
| Pink.....                                             | <b>per lb.</b>                  |
| 35                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 40                                                    |                                 |
| Pleurisy.....                                         | <b>per lb.</b>                  |
| 28                                                    |                                 |
| Poke.....                                             | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Pond Lily, White.....                                 | <b>per lb.</b>                  |
| 25                                                    |                                 |
| Yellow.....                                           | <b>per lb.</b>                  |
| 28                                                    |                                 |
| Rhatany.....                                          | <b>per lb.</b>                  |
| 28                                                    |                                 |
| Rhubarb, East India.....                              | <b>per lb.</b>                  |
| 75                                                    |                                 |
| fingers, select.....                                  | <b>per lb.</b>                  |
| 1 75                                                  |                                 |
| powd, best.....                                       | <b>per lb.</b>                  |
| 1 00                                                  |                                 |
| Sarsaparilla, Hond.....                               | <b>per lb.</b>                  |
| 35                                                    |                                 |
| Mex.....                                              | <b>per lb.</b>                  |
| 20                                                    |                                 |
| Senega.....                                           | <b>per lb.</b>                  |
| 30                                                    |                                 |
| Skunk Cabbage, powd.....                              | <b>per lb.</b>                  |
| 26                                                    |                                 |
| Snake, Canada.....                                    | <b>per lb.</b>                  |
| 35                                                    |                                 |
| Virginia.....                                         | <b>per lb.</b>                  |
| 55                                                    |                                 |
| powd.....                                             | <b>per lb.</b>                  |
| 60                                                    |                                 |

|                                      |                           |
|--------------------------------------|---------------------------|
| <b>Root (cont'd), Spikenard.....</b> | <b>per lb.</b>            |
| \$0 35                               |                           |
| powd.....                            | <b>per lb.</b>            |
| 40                                   |                           |
| Squill.....                          | <b>per lb.</b>            |
| 17                                   |                           |
| powd.....                            | <b>per lb. incl. bot.</b> |
| 45                                   |                           |
| Stillingia, ground.....              | <b>per lb.</b>            |
| 35                                   |                           |
| Unicorn, False.....                  | <b>per lb.</b>            |
| 75                                   |                           |
| True.....                            | <b>per lb.</b>            |
| 80                                   |                           |
| Valerian, English.....               | <b>per lb.</b>            |
| 85                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 20                                   |                           |
| Valerian, German.....                | <b>per lb.</b>            |
| 25                                   |                           |
| Yellow Dock.....                     | <b>per lb.</b>            |
| 17                                   |                           |
| Zedoary.....                         | <b>per lb.</b>            |
| 20                                   |                           |
| ground.....                          | <b>per lb.</b>            |
| 25                                   |                           |
| <b>Rubidium Iodide.....</b>          | <b>per oz.</b>            |
| 1 00                                 |                           |
| and Ammon. bromide, ¼ oz.            |                           |
| 2 75                                 |                           |
| vials.....                           | <b>per oz.</b>            |
| 15                                   |                           |
| <b>Saccharin.....</b>                | <b>per oz.</b>            |
| 15                                   |                           |
| <b>Sai Crab Orchard.....</b>         | <b>per lb.</b>            |
| 24                                   |                           |
| Epsom.....                           | <b>per lb.</b>            |
| 3                                    |                           |
| in bbl. lots.....                    | <b>per lb.</b>            |
| 1 ¼                                  |                           |
| Glauber.....                         | <b>per lb.</b>            |
| 3                                    |                           |
| in bbl. lots.....                    | <b>per lb.</b>            |
| 1                                    |                           |
| Rochelle.....                        | <b>per lb.</b>            |
| 28                                   |                           |
| boxes 50 lbs.....                    | <b>per lb.</b>            |
| 26                                   |                           |
| Soda.....                            | <b>per lb.</b>            |
| 3                                    |                           |
| in bbl. lots.....                    | <b>per 100 lbs.</b>       |
| 75                                   |                           |
| <b>Salicin.....</b>                  | <b>per lb.</b>            |
| 4 60                                 |                           |
| <b>Salicyrin.....</b>                | <b>per oz.</b>            |
| 80                                   |                           |
| <b>Salochinin.....</b>               | <b>per oz.</b>            |
| 1 15                                 |                           |
| <b>Saliform tablet.....</b>          | <b>per oz.</b>            |
| 1 00                                 |                           |
| <b>Salol.....</b>                    | <b>per oz.</b>            |
| 13                                   |                           |
| per lb.....                          | <b>per lb.</b>            |
| 1 32                                 |                           |
| <b>Salophen.....</b>                 | <b>per oz.</b>            |
| 1 00                                 |                           |
| <b>Santonin.....</b>                 | <b>per oz.</b>            |
| 70                                   |                           |
| <b>Scopolamine Hydrobrom.,</b>       |                           |
| in 5-gr. tubes.....                  | <b>per gr.</b>            |
| 15                                   |                           |
| in 15-grain tubes.....               | <b>per gr.</b>            |
| 13                                   |                           |
| <b>Seeds, Ambrette.....</b>          | <b>per lb.</b>            |
| 60                                   |                           |
| Angelica.....                        | <b>per lb.</b>            |
| 30                                   |                           |
| Anise, German.....                   | <b>per lb.</b>            |
| 15                                   |                           |
| Italian.....                         | <b>per lb.</b>            |
| 15                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 20                                   |                           |
| Star.....                            | <b>per lb.</b>            |
| 25                                   |                           |
| Annatto.....                         | <b>per lb.</b>            |
| 15                                   |                           |
| Bird, mixed, 1-lb. cartons.....      | <b>per doz.</b>           |
| 72                                   |                           |
| Burdock.....                         | <b>per lb.</b>            |
| 15                                   |                           |
| Canary, Sicily.....                  | <b>per lb.</b>            |
| 8-9                                  |                           |
| in bag lots.....                     | <b>per lb.</b>            |
| 7 ½                                  |                           |
| Smyrna.....                          | <b>per lb.</b>            |
| 8                                    |                           |
| in bag lots.....                     | <b>per lb.</b>            |
| 7                                    |                           |
| Caraway.....                         | <b>per lb.</b>            |
| 12                                   |                           |
| Dutch.....                           | <b>per lb.</b>            |
| 14                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 20                                   |                           |
| Cardamom, Aleppo.....                | <b>per lb.</b>            |
| 80                                   |                           |
| Malabar.....                         | <b>per lb.</b>            |
| 80                                   |                           |
| Mangalore.....                       | <b>per lb.</b>            |
| 1 25                                 |                           |
| Cedron.....                          | <b>per lb.</b>            |
| 1 00                                 |                           |
| Celery.....                          | <b>per lb.</b>            |
| 15                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 20                                   |                           |
| Colchicum.....                       | <b>per lb.</b>            |
| 70                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 75                                   |                           |
| Conium.....                          | <b>per lb.</b>            |
| 28                                   |                           |
| Coriander, English.....              | <b>per lb.</b>            |
| 15                                   |                           |
| German.....                          | <b>per lb.</b>            |
| 12                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 18                                   |                           |
| Cumin.....                           | <b>per lb.</b>            |
| 16                                   |                           |
| Dill.....                            | <b>per lb.</b>            |
| 24                                   |                           |
| Fennel.....                          | <b>per lb.</b>            |
| 15                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 18                                   |                           |
| Flax.....                            | <b>per lb.</b>            |
| 4 ½                                  |                           |
| 200-lb. bbl.....                     | <b>per lb.</b>            |
| 3                                    |                           |
| ground.....                          | <b>per lb.</b>            |
| 4 ½                                  |                           |
| Flea.....                            | <b>per lb.</b>            |
| 30                                   |                           |
| Foenugreek, powd.....                | <b>per lb.</b>            |
| 10                                   |                           |
| in keg lots.....                     | <b>per lb.</b>            |
| 5                                    |                           |
| Grains Paradise.....                 | <b>per lb.</b>            |
| 30                                   |                           |
| Hemp.....                            | <b>per lb.</b>            |
| 5                                    |                           |
| in bag lots.....                     | <b>per lb.</b>            |
| 4                                    |                           |
| Henbane.....                         | <b>per lb.</b>            |
| 40                                   |                           |
| Jambul.....                          | <b>per lb.</b>            |
| 1 25                                 |                           |
| powd.....                            | <b>per lb.</b>            |
| 1 50                                 |                           |
| Jequirity, powd.....                 | <b>per lb.</b>            |
| 1 00                                 |                           |
| Job's Tears.....                     | <b>per lb.</b>            |
| 50                                   |                           |
| Larkspur.....                        | <b>per lb.</b>            |
| 75                                   |                           |
| Lobelia.....                         | <b>per lb.</b>            |
| 75                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 85                                   |                           |
| Lovage.....                          | <b>per lb.</b>            |
| 75                                   |                           |
| Millet, American.....                | <b>per lb.</b>            |
| 5                                    |                           |
| Mustard, Black, Trieste.....         | <b>per lb.</b>            |
| 8                                    |                           |
| White.....                           | <b>per lb.</b>            |
| 8                                    |                           |
| Parsley.....                         | <b>per lb.</b>            |
| 20                                   |                           |
| Poppy, Blue.....                     | <b>per lb.</b>            |
| 12                                   |                           |
| White.....                           | <b>per lb.</b>            |
| 20                                   |                           |
| Pumpkin.....                         | <b>per lb.</b>            |
| 20                                   |                           |
| Quince, German.....                  | <b>per lb.</b>            |
| 50                                   |                           |
| Russian.....                         | <b>per lb.</b>            |
| 45                                   |                           |
| Rape, English.....                   | <b>per lb.</b>            |
| 5                                    |                           |
| German.....                          | <b>per lb.</b>            |
| 5                                    |                           |
| Sabadilla.....                       | <b>per lb.</b>            |
| 22                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 30                                   |                           |
| Stavesacre.....                      | <b>per lb.</b>            |
| 20                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 30                                   |                           |
| Stramonium.....                      | <b>per lb.</b>            |
| 18                                   |                           |
| powd.....                            | <b>per lb.</b>            |
| 27                                   |                           |
| Strophanthus, brown.....             | <b>per lb.</b>            |
| 75                                   |                           |
| green.....                           | <b>per lb.</b>            |
| 1 00                                 |                           |
| Sunflower.....                       | <b>per lb.</b>            |
| 8                                    |                           |

|                                                       |                      |
|-------------------------------------------------------|----------------------|
| <b>Seeds (cont'd) Water-fennel.....</b>               | <b>per lb.</b>       |
| \$0 25                                                |                      |
| powd.....                                             | <b>per lb.</b>       |
| 35                                                    |                      |
| Watermelon.....                                       | <b>per lb.</b>       |
| 25                                                    |                      |
| Worm, American.....                                   | <b>per lb.</b>       |
| 25                                                    |                      |
| powd.....                                             | <b>per lb.</b>       |
| 30                                                    |                      |
| Levant.....                                           | <b>per lb.</b>       |
| 25                                                    |                      |
| powd.....                                             | <b>per lb.</b>       |
| 30                                                    |                      |
| <b>Selditz Mixture.....</b>                           | <b>per lb.</b>       |
| 24 ½                                                  |                      |
| in 50-lb. lots.....                                   | <b>per lb.</b>       |
| 23 ½                                                  |                      |
| <b>Silver Nitrate, cones (lunar caustic).....</b>     | <b>per oz.</b>       |
| 65                                                    |                      |
| cryst.....                                            | <b>per oz.</b>       |
| 50                                                    |                      |
| fused.....                                            | <b>per oz.</b>       |
| 53                                                    |                      |
| Chloride.....                                         | <b>per oz.</b>       |
| 70                                                    |                      |
| Oxide.....                                            | <b>per oz.</b>       |
| 1 14                                                  |                      |
| <b>Snuff, Maccaboy.....</b>                           | <b>per lb.</b>       |
| 49                                                    |                      |
| Rappee.....                                           | <b>per lb.</b>       |
| 49                                                    |                      |
| Scotch.....                                           | <b>per lb.</b>       |
| 49                                                    |                      |
| <b>Soap, Castile, mottled, com'l.....</b>             | <b>per lb.</b>       |
| 9                                                     |                      |
| pure.....                                             | <b>per lb.</b>       |
| 11                                                    |                      |
| white, Cont'l's.....                                  | <b>per lb.</b>       |
| 15                                                    |                      |
| in 40-lb. boxes.....                                  | <b>per lb.</b>       |
| 13 ½                                                  |                      |
| powd.....                                             | <b>per lb.</b>       |
| 30                                                    |                      |
| Green, American.....                                  | <b>per lb.</b>       |
| 12                                                    |                      |
| German, in 2-lb. and 5-lb.                            |                      |
| jars.....                                             | <b>per lb.</b>       |
| 31-35                                                 |                      |
| Marseilles.....                                       | <b>per lb.</b>       |
| 16                                                    |                      |
| Whale oil.....                                        | <b>per lb.</b>       |
| 7-8                                                   |                      |
| <b>Soda Ash.....</b>                                  | <b>per lb.</b>       |
| 5                                                     |                      |
| <b>Sodium, Metallic, in 1-oz. g. s. vial and case</b> |                      |
| per oz.                                               |                      |
| 25                                                    |                      |
| Acetate, pure granular.....                           | <b>per lb.</b>       |
| 15                                                    |                      |
| Arsenate.....                                         | <b>per lb.</b>       |
| 40                                                    |                      |
| commercial.....                                       | <b>per lb.</b>       |
| 18                                                    |                      |
| Arsenite.....                                         | <b>per oz.</b>       |
| 12                                                    |                      |
| Benzoate, granular or powd.....                       | <b>per lb.</b>       |
| 50                                                    |                      |
| Biborate, calcined (see Borax).....                   |                      |
| Bicarbonate, chances.....                             | <b>per lb.</b>       |
| 10                                                    |                      |
| chances, in kegs,                                     |                      |
| per lb.                                               |                      |
| 7 ½                                                   |                      |
| Natrona.....                                          | <b>per lb.</b>       |
| 31 ½                                                  |                      |
| in kegs, per lb.                                      |                      |
| 24                                                    |                      |
| c. p.....                                             | <b>per lb.</b>       |
| 15                                                    |                      |
| <b>Bisulphite.....</b>                                | <b>per lb.</b>       |
| 12                                                    |                      |
| solution.....                                         | <b>per lb.</b>       |
| 13                                                    |                      |
| Bromide.....                                          | <b>per lb.</b>       |
| 45                                                    |                      |
| Carbonate, dried, c. p.....                           | <b>per lb.</b>       |
| 30                                                    |                      |
| purified.....                                         | <b>per lb.</b>       |
| 20                                                    |                      |
| Chlorate, pure cryst. & gran.....                     | <b>per lb.</b>       |
| 25                                                    |                      |
| Choleate.....                                         | <b>per oz.</b>       |
| 22                                                    |                      |
| Cinnamate.....                                        | <b>per oz.</b>       |
| 64                                                    |                      |
| Citrate, cryst. and gran.....                         | <b>per lb.</b>       |
| 45                                                    |                      |
| Glycerinophos., 75%.....                              | <b>per oz.</b>       |
| 34                                                    |                      |
| Hydrate (caustic soda) byalc.                         |                      |
| c. p. per lb. incl.                                   |                      |
| 50                                                    |                      |
| fused, pure.....                                      | <b>per lb. incl.</b> |
| 34                                                    |                      |
| Hypophosphite.....                                    | <b>per lb.</b>       |
| 63                                                    |                      |
| Hyposulphite.....                                     | <b>per lb.</b>       |
| 5                                                     |                      |
| in keg lots.....                                      | <b>per lb.</b>       |
| 24 ½                                                  |                      |
| c. p.....                                             | <b>per lb.</b>       |
| 12                                                    |                      |
| Iodide.....                                           | <b>per lb.</b>       |
| 4 25                                                  |                      |
| per oz.....                                           | <b>per oz.</b>       |
| 38                                                    |                      |
| Phosphate, cryst.....                                 | <b>per lb.</b>       |
| 9                                                     |                      |
| dried, powd.....                                      | <b>per lb.</b>       |
| 22                                                    |                      |
| gran.....                                             | <b>per lb.</b>       |
| 11                                                    |                      |
| Salicylate, bulk.....                                 | <b>per lb.</b>       |
| 45                                                    |                      |
| c. p.....                                             | <b>per lb.</b>       |
| 57                                                    |                      |
| Sulphate (see sal Glauber) in bbl.                    |                      |
| lots.....                                             | <b>per lb.</b>       |
| 1                                                     |                      |
| dried, pure.....                                      | <b>per lb.</b>       |
| 12                                                    |                      |
| pure, gran.....                                       | <b>per lb. incl.</b> |
| 18                                                    |                      |
| <b>Sulphite, anhydrous, photo-</b>                    |                      |
| graphic.....                                          | <b>per lb.</b>       |
| 30                                                    |                      |
| cryst.....                                            | <b>per lb.</b>       |
| 9                                                     |                      |
| dried, powd.....                                      | <b>per lb.</b>       |
| 12                                                    |                      |
| recryst.....                                          | <b>per lb.</b>       |



|                                                        |                                                                   |                                                            |
|--------------------------------------------------------|-------------------------------------------------------------------|------------------------------------------------------------|
| <b>Sulphur</b> (cont'd), washed.....per lb. \$0 10     | <b>Tripoli</b> , bulk.....per lb. \$0 05                          | <b>Wood</b> (cont'd) Camwood.....per lb. \$0 08            |
| <b>Syrup Rock Candy</b> .....per gal. 60               | Mount Eagle.....per doz. 60                                       | Fustic, cut.....per lb. 4                                  |
| <b>Talcum</b> (see Chalk, French).                     | <b>Tropacocaine Hydrochlor.</b>                                   | ground.....per lb. 5                                       |
| <b>Tamarinds</b> .....per lb. 15                       | 5-gr. and 15-gr. vials.....per gr. 6 1/2-8                        | Guaiac, rasped.....per lb. 6                               |
| <b>Tannalbin</b> .....per lb. 40                       | <b>Turpentine</b> .....per gal. 65                                | Hyperic.....per lb. 6                                      |
| .....per oz. 80                                        | Chian, oz. jars incl.....per oz. 45                               | Logwood, chip.....per lb. 4                                |
| <b>Tablets</b> , 5 grs., 100 in bot. per bot. 1 00     | Venice.....per lb. 28                                             | ground.....per lb. 5                                       |
| <b>Veterinary</b> .....per oz. 65                      | White (gum thus).....per lb. 10                                   | Nic.....per lb. 5                                          |
| <b>Tannigen</b> .....per oz. 80                        | <b>Unguentum Cr  d  </b> , in 1/4 oz. only.....per oz. 90         | Quassia, chip.....per lb. 10                               |
| <b>Tannoform</b> .....per oz. 20                       | <b>Uranium</b> , Acetate, in 1-oz. vials.....per oz. 57           | ground.....per lb. 15                                      |
| <b>Tapioca</b> , East India.....per lb. 08             | Chloride, in 1-oz. vials.....per oz. 42                           | powd.....per lb. 20                                        |
| <b>Tar</b> , Barbadoes.....per gal. 60                 | Nitrate, in 1-oz. vials.....per oz. 37                            | Quercitron.....per lb. 5                                   |
| Birch.....per lb. 25                                   | Oxide.....per oz. 33                                              | Red, cut.....per lb. 6                                     |
| Pine.....per doz. pints. 75                            | Sulphate, in 1-oz. vials.....per oz. 47                           | Red Saunders, ground.....per lb. 8                         |
| <b>Tartar Emetic.</b> .....per lb. 34                  | <b>Urea</b> , pure cryst.....per oz. 32                           | Naphtha (Pyroxylic spirit).....per lb. 27                  |
| powd.....per lb. 34                                    | <b>Urethane</b> .....per oz. 54                                   | <b>Xylene</b> , Xylol.....per lb. 50                       |
| <b>Terebene</b> .....per lb. 65                        | <b>Uricedon</b> , 5-oz. pkgs.....ea. 1 38                         | <b>Yohimbin</b> , 1/4 and 1-gramme vials.....per gm. 10 00 |
| .....per oz. 14                                        | <b>Uropherin</b> .....per oz. 1 50                                | Tablets (10 in tube).....per tube. 1 00                    |
| <b>Terpin Hydrate</b> .....per oz. 8                   | <b>Urotropin</b> .....per oz. 60                                  | <b>Zinc</b> , Acetate, 1-lb. cartons.....per lb. 26        |
| .....per lb. 47                                        | Tablets, 7 1/2-grs. each, 20 in box, per box. 25                  | Benzoate, 1-oz. vials.....per oz. 24                       |
| <b>Terpinol</b> .....per oz. incl. 47                  | <b>Vanillin</b> , in 1-oz. vials.....per oz. 25                   | Borate.....per oz. 24                                      |
| <b>Terra Alba</b> .....per lb. 5                       | <b>Veratrin</b> , pure, in 1/4-oz. vials.....per oz. 90           | Bromide, 1-oz. vials.....per oz. 17                        |
| <b>Thalline Sulphate</b> .....per oz. 8 00             | Sulphate, in 1/4-oz. vials.....per oz. 2 65                       | Carbolate, 1-oz. vials.....per oz. 24                      |
| <b>Theline</b> , 1/8's.....per oz. 55                  | <b>Verdigris</b> , powd.....per lb. 35                            | Carbonate, precip. pure, 1-lb. cartons.....per lb. 25      |
| <b>Theobromine</b> , Alkaloid.....per oz. 90           | Ex. dry.....per lb. 40                                            | Chloride, fused.....per lb. 30                             |
| Salicylate, true salt, per oz. 1 25                    | Distilled cryst.....per lb. 50                                    | 1-oz. vials.....per oz. 10                                 |
| <b>Theophyllin</b> , B. & S.....per oz. 1 40           | <b>Veronal</b> (Diethylmalonylurea), Merck.....per oz. 1 60       | c. p., gran.....per lb. 30                                 |
| sodium.....per oz. 1 50                                | <b>Water</b> , Bitter Almond, distilled.....per lb. 30            | 1-oz. vials.....per oz. 10                                 |
| salicylate, per oz. 1 10                               | Cherry Laurel.....per lb. 30                                      | sol. com'l.....per lb. 12                                  |
| <b>Thermol</b> .....per oz. 75                         | Chlorine.....per lb. 30                                           | medicinal.....per lb. 19                                   |
| <b>Thilanin</b> , in 1-lb. tins.....per lb. 1 75       | Distilled.....per gal. 15                                         | Cyanide, 1-oz. vials.....per oz. 21                        |
| <b>Thioform</b> .....per oz. 80                        | Elder Flower.....per lb. 35                                       | Ferrocyanide, 1-oz. vials.....per oz. 24                   |
| <b>Thiocol</b> .....per oz. 1 40                       | Lycetol-Bayer, Gout, qts. per doz. 5 50                           | Hypophosphite, 1-oz. vials.....per oz. 29                  |
| Tablets, 5-gr., 100 in bot.....per bot. 1 75           | Orange Flower, triple.....per lb. 25                              | Iodide, 1-oz. vials.....per oz. 47                         |
| <b>Thiosinamine</b> .....per oz. 60                    | Piperazin, Gout, qts. per doz. 5 25                               | Lactate, 1-oz. vials.....per oz. 21                        |
| <b>Thymol</b> .....per lb. 2 45                        | Rose, triple.....per lb. 25                                       | Metallic, c. p., in sticks.....per lb. 50                  |
| .....per oz. 23                                        | Chris', in gal. bots.....per gal. 2 00                            | pure.....per lb. 25                                        |
| <b>Thyraden Knoll</b> .....per oz. 1 30                | <b>Wax</b> , Bayberry.....per lb. 30                              | Nitrate, pure.....per lb. 1 00                             |
| Tablets, 2-gr., 100 in bot. per bot. 52                | Bees, yellow, refined.....per lb. 38                              | Oxide, true, 1-lb. cartons.....per lb. 12                  |
| <b>Thyroidin</b> , 1-oz. vials.....per oz. 1 25        | in ozs.....per lb. 42                                             | c. p., 1-lb. cartons.....per lb. 30                        |
| <b>Tin</b> , Metallic, feathered.....per lb. 75        | white, Star.....per lb. 55                                        | English, Hubbuck's.....per lb. 45                          |
| pure granulated.....per lb. 1 65                       | S. B.....per lb. 35                                               | Permanganate, 1-oz. vials.....per oz. 49                   |
| powdered.....per lb. 1 00                              | Carnauba.....per lb. 45                                           | Phosphate.....per lb. 82                                   |
| sticks.....per lb. 1 00                                | Fruit Can, red.....per lb. 4                                      | 1-oz. cartons.....per oz. 10                               |
| <b>Muriate</b> , cryst.....per lb. 35                  | Japan.....per lb. 20                                              | Phosphide, 1-oz. vials.....per oz. 28                      |
| c. p., per lb. 60                                      | Mineral Ceresin, yellow.....per lb. 20                            | Salicylate, white, 1-oz. vials.....per oz. 19              |
| solution, per lb. 20                                   | white.....per lb. 25                                              | Subgallate.....per oz. 24                                  |
| white.....per lb. 80                                   | <b>White Precipitate</b> .....per lb. 1 10                        | Sulphate, cryst., 1-lb. cartons.....per lb. 10             |
| <b>Toluene</b> .....per lb. 60                         | powd.....per lb. 1 15                                             | c. p. (cryst).....per lb. 18                               |
| <b>Traumaticin</b> , Sol. Gutta Percha.....per oz. 24  | <b>Whiting</b> , Gilder's.....per lb. 3                           | Sulphide, 1-oz. vials.....per oz. 16                       |
| <b>Trimethylamine</b> , 10-per-cent sol.....per oz. 55 | Spanish.....per lb. 2 1/2                                         | Sulphite, 1-oz. vials.....per oz. 19                       |
| Hydrochlor. 1/4-oz. per oz. 3 50                       | Thomas's, Superfine, in 1/4-lb. pkgs., 2 doz. in box, per box. 75 | Sulphocarbonate.....per lb. 50                             |
| <b>Trional</b> (25 ozs., \$1.40).....per oz. 1 50      | <b>Wood</b> , Brazil, ground.....per lb. 6                        | 1-oz. cartons.....per oz. 9                                |
| <b>Trioxymethylene</b> (Paraform).....per oz. 30       |                                                                   | Tannate, 1-oz. vials.....per oz. 24                        |
| <b>Triphenin</b> .....per oz. 50                       |                                                                   | Valerianate, 1-oz. vials.....per oz. 20                    |

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